

SPOTLIGHT

SEPTEMBER 2020



OPPORTUNITY
TO LEAD

OPPORTUNITY TO LEAD



Steve Greer

Chief Executive Officer
American Income Life &
National Income Life Divisions

If you want to build a ship, don't drum up the people to gather wood, divide the work, and give orders. Instead, teach them to yearn for the vast endless sea.

– Antoine de Saint-Exupéry

The beauty of Opportunity Unlimited at AIL-NILICO is that you get to decide what it means. It's not a one-size-fits-all, cookie-cutter career path that everyone follows. People come to our Company with the promise that they control their income, they control the path and the trajectory of their career. They can go as far as their desire, drive, determination, and hard work will take them.

For some, the path of an individual producer — a career agent — was made to order. The freedom of the open road calls them. They are energized by the interaction with working families they serve. They thrive

on the challenge of facing objections and the thrill of the sale. Their customers are their passion. They keep in regular contact with them and can become almost like family. And like family, they are there when needed to help in any way they can. Often, they can tell you the names of their first customers, all their children, and sometimes even their grandchildren. It takes a special person to commit to the travel, the hours, and the level of customer service it takes to be a successful career agent. We are grateful for our personal producers who choose to travel this route; they are the backbone of our sales force.

The desire to lead takes people down a different path. It's not the road less traveled because this path does attract a good number of people. What fuels them varies from income potential to passing on the same opportunity they were given to being able to have a greater impact on working families and their communities. It could be any one or a combination of these, or something personal like proving to themselves and others they have what it takes. Some people walk through the door on their first day with their sights set on the SGA position. Others aspire to leadership over time, often as the result of having experienced extraordinary leadership themselves — and we are blessed to have plenty of extraordinary leaders!

Mastering the skills that make an amazing sales person does not guarantee that person will automatically slide into a successful leadership career. A successful sales career is an excellent foundation because you are coming

from a position of strength; you have “been there, done that.” But, successful leadership requires a different skill set and a different mindset that starts with the switch from “I” to “we.” The success of your team is now your first priority, which doesn't necessarily come naturally.

The good news is we have a proven system to teach and hone the skills necessary to mold leadership candidates into successful, effective leaders. Our Leadership Academy schools are the key to taking that first giant step on the leadership track at AIL-NILICO. The schools start with the basics, and each school builds upon what you've already learned. The speakers are Company leaders who started out the same way you did and have mentored some of the best agency owners there are. Add Leadership Academy to the training and mentorship you receive in your office and you're creating a solid plan for the success of your team and you.

In this month's *Spotlight*, we asked a handful of successful MGAs and RGAs four questions about their leadership experience. I think you'll find their answers give some great insight into why they chose to lead and why they are well-suited to it. If you have ever wondered if you have what it takes to lead, check out pages 16 and 17 to see what they have to say.

Whichever version of *Opportunity Unlimited* you decide to follow, know that your contributions are valued and are equally important to the success of our great company. 📌

SPOTLIGHT

ARC.AILife.com/Spotlight.aspx
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MANAGING EDITOR
Sam Yarbrough

WRITER & COPY EDITOR
Leah Fry

SR. GRAPHIC DESIGNER
Maggie Hill

CONTRIBUTORS
Daniel Acton, Robyn Allen, Brianna Baker
Brynn Caccamo, Karen Curtis, Carrie Eckles
Lana Giebe, Angel Henderson, Mary Lampert
Johnny Matthies, Chris Melton
Muñeca Moody-Yanez, Sarah Necessary
Jessica Nelson, Pat Nevarez, Danielle Pizana
Stephanie Pruet, Teresa Soto, Christina Speasmaker
Krystal Stagg, Andrew Wesolick, Rhonda York

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NEWS

SEPTEMBER 2020

VOL. 53 NO. 9

SGA Career Track

New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.



Required Retention Rate

Effective Jan. 1, 2018, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first twelve months. The rates listed are for *Spotlight* recognition only.

Retention: **73.0%**
Net to Gross: **80%**

Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Friday, 10/23** before 2:00 p.m. CST. Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by **Wednesday, 10/28**. eApp business excluded from the 7 day hold should be uploaded by **Friday, 10/30** before 3:30 p.m. CST to count for **October** production.

eApp cutoff has been extended to 3:30 p.m. CST every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00 p.m. CST cutoff time.

\$5,517,750

in total bonuses were paid out this month by AIL and NILICO. For more information on the monthly bonuses, turn to Page 32–37.

Update to Advertising Guidelines

Company Advertising Guidelines have been updated to include more detailed information about regulations and requirements. Agents can access them on the ARC listed under Marketing.

Correction

In the August issue of *Spotlight*, Million Dollar Club qualifier **Denis Snyder's** name was spelled incorrectly.



DENIS SNYDER
\$1,001,822 Net ALP
Million Dollar Club

* Look for the asterisk!

The asterisks, shown throughout the magazine indicate that place will be a year-to-date award winner. The Producers who will be recognized at the 2021 Awards Presentation are: the Top SGA per category from Categories I–XII based on Performance Factor (minimum 100%), the TOP MGA/RGA from each category based on Growth (minimum 10%), the top five GAs, the top five SAs, the top ten Rookie Individual Producers, the top ten Veteran Individual Producers, the top PR Representative from each category and the top PR Manager from each category. View the 2021 Convention Qualifications online at ARC.AILife.com or ARC.NILife.com. **Check your production! If there is an asterisk by your position, you could be on your way to stay at The Grand at Moon Palace in Cancun, Mexico. The convention will be held May 5–8, 2021.**



LOOK FOR ME!

ANNIVERSARIES

41 YEARS OF SERVICE
Steve Friedlander, SGA

21 YEARS OF SERVICE
Dorian Oldham, SGA

20 YEARS OF SERVICE
Matt Henderson, SGA

19 YEARS OF SERVICE
London Burnett, MGA
Kevin Haines, AGT
Alison King, AGT
Marcus Smith, SGA

18 YEARS OF SERVICE
Philip Prata, SGA

17 YEARS OF SERVICE
Kathy Pappas, PR
Randy Souliers, AGT

16 YEARS OF SERVICE
Ryan Bisanz, SGA
Peter Kaplanis, AGT
Steven King, RGA

15 YEARS OF SERVICE
Ross Ewen, MGA
Sharif Grays, AGT
Brett Gryska, SGA
Robert Kanaan, SGA

14 YEARS OF SERVICE
Ryan Hall, RGA
Alex Kae, RGA

13 YEARS OF SERVICE
Ala Awad, AGT
James Cunningham, SGA
Jessica Treybick, PR
Marisa Willgruber, RGA

12 YEARS OF SERVICE

Anna Guido Rohrer, PR
Daniel Hartwig, SGA
Casey Kunash, RGA
Timothy Leary, PR
Jake Yagjian, SGA

11 YEARS OF SERVICE
Anita Ferris, RGA
Joshua Jackson, RGA
Samy Jacques, MGA
Nadezhda Vitchev, AGT

10 YEARS OF SERVICE
Bryan Czajkowski, GA
Dustin Edgell, AGT
Tina Nelson, RGA
Nasr Quadri, MGA
Violetta Raddell, AGT

9 YEARS OF SERVICE
Brandon Baker, RGA
Maren Conway, AGT
Elifranc Deus, AGT
Sean Velasquez, RGA

8 YEARS OF SERVICE
Muhammed Ashraf, GA
Donte Grant, GA
Patrick Guthrie, AGT
Benito Menchaca, MGA
Denis Snyder, MGA
Sarah Vacheresse, MGA
Andrew Wagner, SGA

7 YEARS OF SERVICE
Patricia Cicerale, AGT
Daniel Dunham, SA
Lincoln Dziekonski, MGA
Kyle Schroeder-Gurnicz, GA

Susan Sereke, MGA
Joy Vann-Austin, MGA
Troy Williams, GA

6 YEARS OF SERVICE
Christopher Bennett, SA
Christopher Bentley, RGA
Jessica Boss, AGT
Sam Chan, AGT
Felix Gonzalez, AGT
Zachary Hansen, SA
VaShawn Nelson, AGT
Carrie Padgett, AGT
Daniel Perkins, MGA
Edward Rangel, AGT
Mike Reed, AGT
Derek Sandilands, AGT
Kelly Schoenherr, GA
Karla Stewart, AGT
Lee van Delft, AGT
Victoria Varney, GA
Tabitha Witherell, MGA

5 YEARS OF SERVICE
Katrina Collie, SA
Daryl Graham, RGA
Joanna Hansen, GA
Alex Paguio, MGA
Brianna Garza, AGT
Ashley Rust, AGT
Spencer Simmons, SA
Holly Simpson, AGT
James Snipes, SA
Pablo Solis, MGA
Nikola Subotic, AGT
Mark Tusing, AGT

John Vacca, MGA
Travis Vaughn, RGA
Shantayia Williams, MGA

4 YEARS OF SERVICE
Hamza Ally, AGT
Steven Davis, SA
Corey Bednarz, SA
LaDelus Brown, MGA
Marquel Burns, MGA
Bobby Davis, GA
Elba Diaz, SA
Eduardo Hernandez, AGT
Justin Lowe, RGA
Michael Bell, SA
Corey Bode, SA
Brian Boehmke, AGT
Aaron Boudreaux, MGA
John Carter, AGT
Kajana Carter, SA
Antonio Chacin, SA
Meenakshi Chavis, AGT
Monique Concepcion, AGT
Nyachuat Deng, GA
Reagan Edwards, SA
Michael Ellis, AGT
Stefane Felix, SA
Christian Gojcaj, GA
Alexis Gomez, MGA
Michele Kieffer, GA
Jenny Kim, RGA
Garrett McCollum, SA
Sarah McDermott, AGT
Mitchell Mickovic, SA
Monica Montgomery, SA

Lionel Njeukam, SA
Benjamin Ortlip, SA
Aaron Parsons, RGA
Bianca Rodriguez, SA
Jesus Romero, SGA
David Soto, SA
LaTanya Richards, AGT
Frank Russell, GA
Justin Rydzziel, GA
Hans Sahlen, AGT
Shubham Setia, SA
Souher Shadid, SA
Nathan Sloane, SA
Amber J Smith, SA
Chad Stroup, AGT
Keri Svoboda, AGT
Jeffrey Tillman, MGA
Nauleni Tuionetoa, GA
Domenick Varrato, AGT

2 YEARS OF SERVICE
Michele Acosta, GA
Johnson Akerele, SA
Nadia Alemayehu, AGT
Jamal Anwar, SA
Diego Arango Puerta, RGA
Benito Ayarza, AGT
Mark Bruce, SA
Joshua Cameron, AGT
Travis Carpenter, SA
Rahiem Chaney, AGT
Ryan Clawson, SA
Agnes Collins, AGT
Myles Coston, MGA
Emily Crosby, AGT
Matthew Crowder, SA

Richard Mascarenhas, AGT
Mitchell Messer, MGA
Italia Moore, SA
Elida Perez, SA
Barbara Rabelo, PR
LaTanya Richards, AGT
Frank Russell, GA
Justin Rydzziel, GA
Hans Sahlen, AGT
Shubham Setia, SA
Souher Shadid, SA
Nathan Sloane, SA
Amber J Smith, SA
Chad Stroup, AGT
Keri Svoboda, AGT
Jeffrey Tillman, MGA
Nauleni Tuionetoa, GA
Domenick Varrato, AGT

1 YEAR OF SERVICE
Michele Acosta, GA
Johnson Akerele, SA
Nadia Alemayehu, AGT
Jamal Anwar, SA
Diego Arango Puerta, RGA
Benito Ayarza, AGT
Mark Bruce, SA
Joshua Cameron, AGT
Travis Carpenter, SA
Rahiem Chaney, AGT
Ryan Clawson, SA
Agnes Collins, AGT
Myles Coston, MGA
Emily Crosby, AGT
Matthew Crowder, SA

Kia Currie, AGT
Dominique Davis, AGT
Juan Delgado, AGT
Barry Donalson, MGA
Brandon Donovan, AGT
Jose Duarte Torres, AGT
Margaret Durenberger, SA
Elaine Edwards Mowatt, AGT
John Elisano, AGT
Jack Emmert, GA
Danielle Ervin, AGT
Hehea Faletau, AGT
Marvin Fernandez, SA
Samuel Fernandez, AGT
Britton Fetter, AGT
Matthew Finkelstein, AGT
Cheryl Flowers, AGT
Maria Folino, SA
Kadeisha Francis-Cunningham, AGT
Raveen Franklyn, SA
Caswell Gambrell, AGT
Jeff Goldstein, AGT
Jorge Gonzalez, GA
Phoebe Grubbs, SA
Rawad Hamd, SA
Lorraine Harris, MGA
Trevor Hawkins, SA
Jillian Heaney, GA

Washaun Hendricks, AGT
Anthony Herron, AGT
Hannah Holloway, SA
Blayne Hughes, AGT
Jenny Kaly, SA
Ahmed Kassem, SA
Andrew Kazikowski, AGT
Benjamin Kesterson, SA
Samir Khan, SA
Andrew Kidd, SA
William Krekeler, AGT
Shawn Lal, AGT
Anne Marie Lampow, SA
Stephen Lanier, AGT
Brian Lee, SA
Alexandra Longo, GA
Quanesha Mack, SA
Michael Majjenski, SA
Sanjeev Malik, AGT
Domingo Marcelo, GA
Kimberly Maxwell, AGT
Bryson McCleary, SA
Jason McCord, SA
Gabriel McCrea, AGT
Katherine McQuaid, AGT
Briana McRae, SA
Nicholas Montiel, SA
Michelle Morado, AGT

Jesenia Munoz, AGT
Akash Naidu, AGT
Katrina Nguyen, AGT
Jonah Nelson, SA
Justin Nelson, SA
Kassandra Nepean, SA
Katrina Nguyen, AGT
Jihad Ottallah, AGT
Karla Perdomo Alvia, SA
Elvin Perez, SA
Isaac Perez, SA
Cesar Perez Ramirez, SA
Ethan Perry, SA
Paul Pestian, SA
Nathan Pierce, AGT
Herbert Polk, SA
Jhonatan Quintero, GA
Navjot Randhawa, AGT
Rodney Ridgel, SA
Melissa Robbins, AGT
Alexander Roberts, AGT
Richard Robinson, GA
Marc Rodriguez, AGT
Henoah Roman, SA
Juliet Rowan, SA
Jacob Russell, MGA

Adam Schaefer, MGA
Elijah Scott, SA
Aneis Serrari, SA
Ausha Shaw, AGT
James Skiles, AGT
Lorena Solis, AGT
Craig Stevens, AGT
Alvin Stosich, AGT
Jacquelynn Strobbe, GA
Marissa Tam, MGA
Dorian Terra, SA
Dean Thebeau, SA
Lisa Thomas, SA
Paula Thompson, GA
Tanika Thompson, GA
Gianni Toma, SA
Kaylee Tyler, AGT
Susana Vargas, SA

Thomas J Vena, RGA
Aleesha Warner, AGT
Adam Wheeler, GA
Brianna Whicker, SA
Johnnie Whiting, AGT
Jaclyn Whitworth, GA
Ali Wickward, SA
Austin Wilcox, AGT
Candace Williams, GA
Blake Woodward, AGT
Dylan Zayonc, MGA



PROMOTIONS

STATE GENERAL AGENT
IP Harris
Jesus Romero

REGIONAL GENERAL AGENT
Augusto Arango
James Harding
Megan Richardson

MASTER GENERAL AGENT
Adam Abdula
Lorena Barriere
Alexandra Berberich
Santiago Calle Ramirez
Astrid Castrillon
Myles Coston
Alexis Cox
Andrew Haskins
Albert Huff
Christie Jauch
Conor Markins
Patrick McKeown
Peter Padro
Shantayia Williams

70% GENERAL AGENT
Michele Acosta
Trevor Albritton
Winston Armstead

Zinsou Ayihonsi
Joseph Bell
Monique Casey
Zamyia Felton
Bryson Gonzalez
Demetrius James
Domingo Marcelo
Anggi Moreno
Cole A. Murphy
Mohamed Shogar
Sean Smith
Twana Smith
Jaclyn Whitworth

67.5% GENERAL AGENT
Kevin McGrath
Laila Abadi
Susana Al Choufi Naim
Kimberly Arena
Joshua Avery
Kaleigh Brann
Cassandra Bryce
Mackenzie Burchett
Tyler Church
Charles Coleman
Bretta Cummings
Danielle Custis
Morgan Evans

Eleza Faison
Rachael Glamp
Rondexter Hawthorne
Derek Johnson
Dylan Johnson
Markia Johnson
Rodney Jones
Brittany Ketner
Ryan Klontz
Julian Ashley
Lisa Lawrence
Selina Maldonado
Tabitha McDermid
Montana McDonald
Kevin McGrath
Vanessa Mendez
Jennifer Orellana De Gonzalez
Narayana Pena Gutierrez
Kristen Puhl
Lishbeht Ramos
Adianez Rodriguez
Jeremiah Russin
Casey Shanthopoulos
Rodney Taylor
Shane Valentine
Rachel Whiting
Chaz Whittaker

Candace Williams
Sandra Winstead
Joshua Winters
Renee Zinsky

57.5% GENERAL AGENT
Marvin Gonzalez

65% SUPERVISING AGENT
Hussain Aleid
Jordan Ashley
Nadia Bailey-Robinson
Sarah Baltazar
Donnovan Barrett
Beilin Brower
Alexander Butler
Antrail Caston
Jessica Chairez
Amber Contreras
Diego Cordeiro
Joshua Corrie
Shannon Cotter
Sara Cressman
Lindsey Ellsworth
Amparo Flores
Bianca Gazader
Joy Grigg
Christian Head

Drew Kier
Fredrick Lattimore
Benci Lavorini
Yoxy Linares Maldonado
Gabrielle Martinez
Sean Maxfield
Lakeisha McCutcheon-Lambert
Jo Janie Moreno
Amanda Musselman
Jean-Marie Otiom
Karla Perdomo Alvia
Valerie Robles
Michael Rodgers
Christopher Scruggs
Abby Sosin
Lino Strussione
Brandon Wash
Cheyenne Welch
Brianna Whicker

62.5% SUPERVISING AGENT
Abunada Ibrahim
Jill Addesa
Sandra Aguirre
Bemsi Ajoff
Havis Alvarado
Kelly Ambrus

Rebecca Amundson
Jenny Anderson
Jose Andujar
David Archer
Shelby Archer
Sophia Armstrong
Deron Arnold
Christina Babcock
Jordan Ballard
Alejandro Barraza
Raymond Barrios
Raquel Bee
Natalia Beltran Hernandez
Brandon Biskie
Bryant Bonzali
Jonathan Bransford
William Bratcher
Alante Brown
Maxine Brown
Liliana Buendia
Joshua Bunch
Cory Cannataro
Jamie Carr
Hamlet Castro
Keny Castro
Maria Chacinpino

Samantha Chamberlain
Nikki Chan
Todd Colson
Jonathan Conner
Nairobi Contreras
Corey Cox
Yvonne Cox
Mark Cummings
Lourdes Davila
Levi Davis
Bernadette De Guzman
John Doherty
Amanda Dougherty
Tirrani Dozier
Margaret Durenberger
Angelica Estrada
James Evans
Romulo Faria
Bryce Farmer
Maria Flores
Brandine Floyd
Maria Folino
Luz Gonzalez Silva
Jarron Green
Emilio Guzman
Shandra Halford
Paiton Hamilton

Joshua Hammond
Eric Hansen
Kali Hazera
Grant Hefler
Jedidia Henderson
Paul Hendricks
Chandavy Heng
Luz Hernandez
Galvin Hoopes
Marmionett Hopkins
Adrian Horsham
Rose Innocent
Kori Kaloyares
Justin Kane
Junior Kasongo
Derek Koppari
Colleen Kopycienski
Ali Krayem
Christina LaCoursiere
Joseph Lamb
Brian Lee
Taylor Lehn
Jessica Lindsey
Orangel Lucena Mendoza
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Desmond Tenoh
Ruben Terrero
Tuluenga Tomono
Daniella Torres
Shuana Tussing
Eric Vaughn
Asa Venekamp
Robyn Violante
Jasmine L Walker
Dustin Waterston
Tijajai Whitfield
Marismely Wilhelm
Toni Williams
Kenyatta Willis
Lucas Winters

52.5% SUPERVISING AGENT
Diana Babayeva
Robyn Foster
James Garnett
Dana Kiernan
Angel King
Richard Koningham
William Murtha
Kaya Riki
Jessica Specht
Amoy Wyndham
Svitlana Yamyynch

NEW
SGA



Jesus Romero
Texas

Jesus holds a Master's degree in Financial Management from National Experimental University of Guayana, and had a successful career in Venezuela prior to joining AIL in 2017. "I joined American Income Life because of the endless opportunity for growth that AIL offers," Jesus recalls. "I pursued this particular opportunity to help and guide those who want to join the American Income Life team." He added, "Our Agency offers this area a tremendous opportunity for growth and the improvement of life for both team members and their customers." he adds.

NEW
SGA



I-P Harris
Georgia

I-P joined AIL right out of college in 2007 after earning a degree in Business Management/Marketing from Kent State University. He was a consistent producer throughout his tenure with the Jamison Weatherspoon SGA office and was the 2019 top MGA in Category XI. He says that his pursuit of the SGA position was a combination of intense preparation and incredible timing. I-P calls a career with AIL "a growth position with a compensation package. It's like anything else in life — exactly what you make it."

MILLION DOLLAR CLUB

Another champion, another milestone!
Each champion will receive a bonus of \$5,000, plus \$5,000 for each additional qualification, and the Million Dollar Club Award. Congratulations on your achievements!



Muhammed Ashraf
Theo Pappas
Contracted 9/11/12
Qualified 8/31/20
\$2,027,647 Net ALP



Samson Adelufosi
Gigliione-Ackerman
Contracted 6/30/03
Qualified 8/31/20
\$2,010,308 Net ALP



Alipate Makau
Steve Friedlander
Contracted 11/20/13
Qualified 8/31/20
\$1,006,726 Net ALP



Jacqueline Kabluyen
AO
Contracted 12/14/16
Qualified 8/31/20
\$1,000,367 Net ALP

LESSONS OF LEADERSHIP



Jason Beckman
Division Vice President
PR Field Operations

When I found American Income in 2008, I had been out of college for just one year. My first job out of school was working for a staffing company that required me to make twenty face-to-face cold calls each day. I had developed a love for being outside, walking through doors that weren't expecting my visit and overcoming any challenge that came my way.

Public Relations at American Income provided the same environment but gave me a different sense of purpose knowing what this Company stands for and the impact we can make on working families. One day, about a year into my career, my PR Manager, Susan Fuldauer, and I were having lunch at a Chili's in Bardstown, KY. She had been on a field-ride with me that day visiting groups and she asked me what I thought about getting into leadership. I remember telling her that "I didn't know too much about it but was ready for anything."

That "ready for anything" comment turned into a situation where my family would need to leave our home in Kentucky for either

Michigan, New Jersey, or Washington if I wanted to pursue a career in leadership. Michigan was too cold, Washington was too far away ... so New Jersey it was!

Uprooting and moving to New Jersey was the best thing that happened to my career with American Income because it taught me lesson after lesson after lesson. The first lesson I learned was that in order for me to be a good teacher, I first had to be a good student. I observed how others handled themselves and whether I agreed with how the situation was handled or not, the experience helped me know how to approach a similar situation in the future. Leadership, to me, has always been a constant assessment and re-evaluation. The more you learn from the experiences of others and yourself – good, bad or indifferent – the better off you'll be when you're positioned to make the same decision.

Being present was the second lesson I learned pretty quickly as a leadership apprentice. I had a vision and strategy to get the results I planned to get in the Garden State. When I got to New Jersey I had one person on our team who had been with the Company for over twenty years and generated the lion share of leads year-after-year. Obviously, her needs were going to be much different than the needs of the five others on the team who were relatively new or brand new to AIL. Every person on the team had a different perspective of Opportunity Unlimited and it was up to me

to meet each of them where they were individually and assist them in their pursuit.

The last lesson I learned (not really ... I'm still learning) is that leadership, while difficult at times, is very rewarding. When you're privileged to lead others, your influence can impact the trajectory of people's entire careers. When done right, the best of you will bring out the best in others and, in the process, they become inspired to lead, too.👊

"When you're privileged to lead others, your influence can impact the trajectory of people's entire careers."

NEW ASSOCIATES

PER MANAGER

SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Brandon Biskie	5	Matt Henderson	Abeni Reynolds	2	Simon Arias	Moriah Chandler	2	Matt Henderson
Danny Sour	5	Sabrina Lloyd	Mario Montes Santiago	2	Souley Bah	Sandra Archer	2	Evan Holzhauer
David Hurst	4	Zach Hart	Katherine Canducci	2	Laura Fisher	Lamour Workman	2	Theodore Pappas
Cara Griffin-Locker	4	Matt Henderson	Joseph Michelin	2	Laura Fisher	Briana Porter	2	Ernest Powell
Zachary Button	3	AO	Nolan Burke	2	Fisher-Zuzick	Jorge Caridad	2	Jesus Romero
Gunnar Jorstad	3	AO	Jessenia Yazbek	2	Hemerson Gonzalez	Zorhedy Romero Aranda	2	Jesus Romero
Austin Rockall	3	AO	Narayana Pena Gutierrez	2	Gonzalez-H-W	Nouraddin Hussein	2	Serur-Yagjian
David Tucker	3	AO	Kristi Basho	2	Mario Hajro	Christopher Rantanes	2	S-S-Parks-Salvaggi
Anizabeth Parra Gonzalez	3	Gonzalez-H-W	William Benline	2	Hart-Dushaj	Ian Zollos	2	S-S-Parks-Salvaggi
Alexandra Jaeger	3	Sabrina Lloyd	Benzack Cooper	2	Hart-Dushaj	Edrick Shelby	2	Michael Vasu
Courtnei Johnson	3	London Nelson	Benjamin Kesterson	2	Hart-Dushaj	Lauren Gearhart	2	Dustin Venekamp
Kate Hernandez	3	Michael Vasu	Alessandro Succurro	2	Hart-Dushaj	Kirsten Puhl	2	Dustin Venekamp

GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Averigh Speciale	9	Matt Henderson	Sean Shephard	3	S-S-Parks-Salvaggi	John Curry	2	Hart-Dushaj
Chilynn Acevedo	5	Fisher-Zuzick	Garkva Council	3	Michael Vasu	Valentino Kalaj	2	Hart-Dushaj
Brandon Dusevic	5	Zach Hart	Todd Krupa	2	AO	Joe Lewo	2	Matt Henderson
Steven Baum	5	Sabrina Lloyd	Cash Sampson	2	AO	Jennifer Spalding	2	Matt Henderson
Luc Do	4	AO	Robert Byers	2	AO-Lorence	Winston Armstead	2	Kevin Holtz
Terry Powers	4	Richard Correa	Jenna Grula	2	Simon Arias	Anthony Chinaglia	2	Evan Holzhauer
Enid Franco	4	Laura Fisher	Shavonne Grant	2	Mark Beckford	Michael Jang	2	Sabrina Lloyd
Adel Al Choufi Naim	4	Gonzalez-H-W	Joshua Wang	2	Ryan Bisanz	Michael Siskowski	2	Nick Moore
Jacob Brown	4	Hart-Dushaj	Angela Landry	2	Denis-Michael Catalano	Tanika Thompson	2	London Nelson
Christian Gojcaj	4	Hart-Dushaj	Adriana Aboulwafa	2	Cohen-Cohen	Justin Diaz	2	Theodore Pappas
Karen Salek-Cuzmar	4	Matt Henderson	Mark Banks	2	Cohen-Cohen	Marvin Gonzalez	2	Theodore Pappas
Alexis Cox	4	S-S-Bendure-Hartwig	Thomas Huynh	2	Cohen-Cohen	Abraham Mogilevsky	2	Theodore Pappas
Jennifer Lucero	3	AO	Arcelia Zizumbo	2	Cohen-Cohen	Katy Rivera	2	Theodore Pappas
Erica Robertson	3	Simon Arias	Darren Lawhon	2	Richard Correa	Christopher Fortenberry	2	Ernest Powell
Jordan Stelzer	3	Richard Correa	Alejandro Sanchez Rios	2	Cindy Furer	Timothy Wilson	2	Philip Prata
Justin Rydzial	3	Laura Fisher	Nabil Atallah	2	Giglione-Ackerman	Jordan Russell	2	Blake Ralston
Jhonatan Quintero	3	Hemerson Gonzalez	Josefina Durand	2	Hemerson Gonzalez	Raul Angulo	2	Jesus Romero
Solgeis Cardozo Mijares	3	Gonzalez-H-W	Adianez Rodriguez	2	Hemerson Gonzalez	Daniel Foore	2	S-S-Parks-Salvaggi
Selma Ogresevic	3	Brett Gryska	Nelly Cuba De Tabares	2	Gonzalez-H-W	Nicole Preston	2	Kris Thieme
Katherine Lim	3	Mathew Hart	Yeraldi Vila Gonzalez	2	Gonzalez-H-W	Tanner West	2	Michael Vasu
Mercedes Bens	3	Sabrina Lloyd	Tammy Gawron	2	Brett Gryska	Brittmarie Varian	2	Dustin Venekamp
Damaris Trejo	3	Sabrina Lloyd	Zachary Zanotta	2	Brett Gryska	Rubin Chaimov	2	Jamison Weatherspoon
Victoria Lewis	3	Ernest Powell	Jillian Getz	2	Mario Hajro	Joseph Bell	2	John Young
Ebony Romain	3	Serur-Yagjian	Anne List	2	Zach Hart			

MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Joseph Rotolo	10	Matt Henderson	Drake Smith	4	Richard Correa	Everett Farr	3	Richard Correa
Zach Otto	10	Sabrina Lloyd	Michael Russo	4	Laura Fisher	Veronica Coval	3	Laura Fisher
Tahis Quintero Bonilla	10	Jesus Romero	Elias Boles	4	Brett Gryska	Matthew Hudlin	3	Laura Fisher
Beau Locker	9	Matt Henderson	Edward Leon	4	Hart-Dushaj	Augusto Arango	3	Hemerson Gonzalez
Matthew Turnquist	7	Richard Correa	Patrycja Grudzinska	4	Sabrina Lloyd	Ryan Witham	3	Brett Gryska
Angel Contreras	7	Gonzalez-H-W	Ed-Maggie Myrthil	4	Theodore Pappas	Michael Romero	3	Mathew Hart
Mark Lahijani	7	Theodore Pappas	Peter Gabranski	4	Serur-Yagjian	Nick Scordos	3	Zach Hart
Heriberto Chavez	6	Richard Correa	Megan Richardson	4	S-S-Bendure-Hartwig	Mark Aldamuy	3	Henderson-McLaughlin
Paul Smith	6	Zach Hart	Eric Thompson	4	S-S-Parks-Salvaggi	David Rigney	3	Kevin Holtz
Joseph Gojcaj	6	Hart-Dushaj	Jose Viramontes	4	Michael Vasu	Rachel Brown	3	London Nelson
Duane Shaw	6	Sabrina Lloyd	David Carpenter	4	Dustin Venekamp	Jeffrey Espinal	3	Theodore Pappas
Darrell Asbell	5	AO	Trace Johnson	4	Dustin Venekamp	Ryan Wilson	3	Philip Prata
Gabriela Sime	5	Fisher-Zuzick	Ashley Hutson	4	Kyle Wrobel	Matthew Conrad	3	S-S-Parks-Salvaggi
Astrid Castrillon	5	Hemerson Gonzalez	Nicki Griffiths	3	AO	Michael Giachetti	3	S-S-Parks-Salvaggi
Kimberly Hamilton	5	Brett Gryska	Dan Ikei	3	AO	Daryl Graham	3	S-S-Parks-Salvaggi
Keeland Bryant	5	Ernest Powell	Brandon Minor	3	AO	Derrick Davenport	3	Michael Vasu
Melinda-Rae Lyse	4	AO	Timothy Bugge	3	Simon Arias	Nicole Sanders	3	Michael Vasu
Joshua Olin	4	AO	Sokol Fazliu	3	Simon Arias	Clayton Slaughter	3	Michael Vasu
Sara Vaz	4	AO	Elyse Bryan	3	Souley Bah	Justin Hermann	3	Dustin Venekamp
Stephen Jeung	4	Cohen-Cohen	Alberto Alcalá	3	Ryan Bisanz	Michael McKiernan	3	Dustin Venekamp
Alma Lozano	4	Richard Correa	Alexis Pineiro	3	Cohen-Cohen			

RGGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Andy Batten	14	Michael Vasu	Robert Janev	20	Sabrina Lloyd	Reynolds Akuamoa	14	Theodore Pappas

NEW ASSOCIATE – \$1,000 contract-to-date new agent

THE MINIMUMS FOR RECOGNITION ARE:
SA & GA – at least two new associates during the month
MGA – at least three new associates during the month
RGGA – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.

LEGACY

RECRUITING PROGRAM



TOP RECRUITING AGENTS** AUGUST

TOTAL LEGACY RECRUITERS: 401 TOTAL LEGACY RECRUITS: 518



Astrid Castrillon
12 Recruits
Hemerson Gonzalez



Eric Geiss
5 Recruits
S-S-Parks-Salvaggi



Sarah Gruber
5 Recruits
Simon Arias



Brent Nachbur
5 Recruits
Richard Correa



Danny Sourí
5 Recruits
Sabrina Lloyd

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Astrid Castrillon	12	Trace Johnson	3	Amparo Flores	2	Michelle Maderer	2	Zorhedy Romero Aranda	2	Mario Hajro	5	Simon Arias	5	Jamison Weatherspoon	5
Eric Geiss	5	Alyssa Libby	3	Sheryl Garmendia	2	James Marks	2	Mesele Ruhland	2	Briana Porter	2	Jacqueline Kabluyen	5	Ashkan Khoshmaghani	5
Sarah Gruber	5	Robert Martik	3	Luz Gonzalez Silva	2	Joshua McTier	2	Alejandro Sanchez Rios	2	Shayden Rasheed	2	AO	5	Albert Serur	5
Brent Nachbur	5	Jesenia Munoz	3	Brandon Gould	2	Benito Menchaca	2	Michael Sertz	2	David Wang	2	Ernest Powell	5	Adrian Rodriguez	5
Danny Sourí	5	Nick Ramos	3	Jordan Hadayia	2	Cole A Murphy	2	Averigh Speciale	2	Ian Waring	2	Holly Webber	2	Rosa Teixeira	5
Drew Kier	4	Gregory Rudolph	3	Zackarea Hakim	2	Ragih Murshed	2	Cori Swoope	2	Holly Webber	2	David C Williams	2		
Gjon Ljulidjura	4	Zakiya Williams	3	James Harding	2	Jonathan Ojendi	2	Alexander Tanasa	2	David C Williams	2	Rodney Williams	2		
Ransey Vazquez	4	Adraín Alfred	2	Stephanie Harris	2	Jesus Parra	2	David Wang	2	Ian Waring	2	Kenyatta Willis	2		
Kevin Caceres	3	Anthony Almeida	2	Damaris Hernandez	2	Pedro Perlaza Villanueva	2	Ian Waring	2	Holly Webber	2	Zachary Zanotta	2		
Marie Campbell	3	Majesta Antion	2	Justin Irwin	2	Briana Porter	2	Holly Webber	2	David C Williams	2	Ian Zollos	2		
Ryan Fickert	3	Kade Beck	2	Jacqueline Kabluyen	2	Shayden Rasheed	2	David C Williams	2	Rodney Williams	2				
Mavrick Fredericks	3	Kevin Chinoski	2	Amie Kallweit	2	Mohamad Raychouni	2	Rodney Williams	2	Kenyatta Willis	2				
Indira Frias Pacheco	3	Nikola Djurasevic	2	Steven King	2	Joshua Reyes	2	Kenyatta Willis	2	Zachary Zanotta	2				
Jillian Getz	3	Tristan Dlabik	2	Gerald Lazo	2	Kyle Ridings	2	Zachary Zanotta	2	Ian Zollos	2				
Hadi Harb	3	Anthony Dominguez	2	Michael Lewo	2	Dylan Ritter	2	Ian Zollos	2						

TOP RECRUITING AGENTS** YTD

TOTAL LEGACY RECRUITERS: 1,918 TOTAL LEGACY RECRUITS: 3,476

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS				
Astrid Castrillon	47	Tiffany Babin-Washington	9	Danny Sourí	8	Joshua Williams	7	Samson Pinter	6	Glenn Johnson	18	John Curry	9	Nelly Cuba De Tabares	7	Mark Bernsdorff	6	Nick Ramos	6
Ransey Vazquez	17	Casey Jarratt	9	Matthew Dawson	7	Solgeis Cardozo Mijares	6	Adianez Rodriguez	6	Mohamad Raychouni	14	Ahmed Kassem	9	Jillian Getz	7	Ryan Cassidy	6	Mario Ruiz	6
Ryan Fickert	15	Zachery Kertulis	9	Robert Hughes	7	Jonathan Da-al	6	Lawrence Smith	6	Gina Eudy	12	Sherríe McCarty	9	Jorge Junco	7	Kelly Ekker	6	Joseph Stapleton	6
Deven Brijmohan	11	Iris Saavedra	9	Jalaleddin Kazemisaeid	7	Mavrick Fredericks	6	Jordan Stoddard	6	Matthew Cartwright	11	Bruce Alford	8	Shiv Patel	7	Rodrigo Garcia	6	Cherrish Taylor	6
Michael Lewo	11	Anthony Almeida	8	Briana Porter	7	Ryan Haynes	6	Rosa Teixeira	6	Michael McKiernan	11	Jorge Caridad	8	Joshua Reyes	7	Eno Iftiu	6	Anton Tinaj	6
Robert Martik	11	Christie Jauch	8	Erica Robertson	7	Stacey Lang	6	Gianni Toma	6	Gregory Rudolph	11	Trace Johnson	8	Averigh Speciale	7	Ryan McIntosh	6	Joseph Tomanovich	6
Mam Njamba Samba	10	Alma Lozano	8	Marsei Hogan	7	Linda Mitchell	6												

▼ By Number of Legacy Recruits. Top Legacy Recruiting Agents listed have at least 2 Legacy Recruits.
 ● Spotlight will picture the top 5 Legacy Recruiting Agents based on number of Legacy Recruits. Spotlight may picture more or less than 5 in case of a tie.
 ■ The number of YTD Legacy Recruits listed for Spotlight recognition may be different than the number of YTD Personal Recruits reported for Globe Life Achievement Award eligibility due to the counts being calculated differently.

LEGACY RECRUITING CLUB

MEMBERS

— By Number of Eligible Legacy Recruits*



Sherríe McCarty
Dustin Venekamp
18 Recruits
GOLD



Tony Geer
S-S-Bendure-Hartwig
15 Recruits
GOLD



Thomas Longino
Don Foti
15 Recruits
GOLD



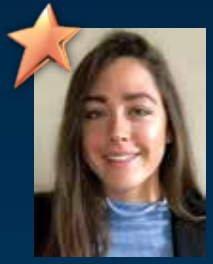
Lorena Barriere
Cohen-Cohen
5 Recruits
BRONZE



Solgeis Cardozo Mijares
Gonzalez-H-W
5 Recruits
BRONZE



Matthew Cartwright
S-S-Parks-Salvaggi
5 Recruits
BRONZE



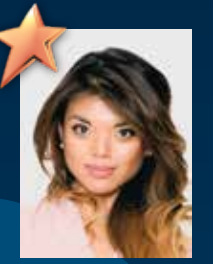
Jillian Getz
Mario Hajro
5 Recruits
BRONZE



Jordan Hadesty
Simon Arias
5 Recruits
BRONZE



Mitchell Jeremiah
Jamison Weatherspoon
5 Recruits
BRONZE



Jacqueline Kabluyen
AO
5 Recruits
BRONZE



Ashkan Khoshmaghani
AO
5 Recruits
BRONZE



Iv Menache
Albert Serur
5 Recruits
BRONZE



Briana Porter
Ernest Powell
5 Recruits
BRONZE



Adianez Rodriguez
Hemerson Gonzalez
5 Recruits
BRONZE



Rosa Teixeira
Serur-Yagjian
5 Recruits
BRONZE

*A Legacy Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP

AUGUST 2020 COMPANY RECORDS

Best August in Company history!

- \$22,222,081 Net ALP compared to \$18,352,761 in August 2019
- 21.08% Growth over August 2019
- 11.13% YTD Growth... **7th consecutive record!**
- 9,645 Agent Count... **NEW ALL-TIME company record!**
- 1,802 New Associates for August 2020
- 25.2% New Associate Growth over August 2019
- 18.9% New Associate Growth YTD
- 20% Management Count Growth YTD
- **Record reinstatement month...** 15% increase over August 2019
- 2,752 reinstatements and 698 reopens
- 3,450 policies conserved in August 2020



In Memoriam

Scott Remy 1961-2020

ALL-NILICO joins the Giglione-Ackerman SGA office to acknowledge the passing of career agent Scott Remy on September 18th. Scott joined ALL in 1989, a 31-year career that included his being a President's Club member and a \$3 million producer. He will be remembered as "one of the greats who always gave 200%; he truly loved what he did." Our sincere condolences to his wife, Bonnie, children Alexander and Blaire, and his parents.

THE WORD NO COULD MEAN YES



Domenico Bertini
Division Executive Vice President
American Income Life &
National Income Life Divisions

When I started with the company in 1986, I was told during training that when a customer said NO to an appointment or at the door, it made them buyers. I soon learned that I needed to close deals all the time; otherwise, I wouldn't be in this business for very long. The problem is that we measure how good we are by the number of YESes we get, instead of looking at the numbers of NOs we get.

So why should we consider NO to be a positive response? Because it's better than getting a 'Let me think about it' or 'I'll call you,' both of which are basically a MAYBE. These last two are open ended answers that will string you along and waste your time in follow-up calls. Stay with me: How many times do we turn a MAYBE into a sale? Truth is that customers don't want to hurt your feelings, especially if you did a great job at establishing rapport and gave a good presentation, so they say MAYBE.

Remember that sentence in the presentation: "We come out to show you the benefits and all we ask is that you give us a YES or a NO? In other words, if it makes sense, go ahead and do it and if it doesn't, don't."

I don't recall EVER seeing MAYBE anywhere in the script.

Here's my suggestion: Stop accepting MAYBE from your prospects or you will continue to get NOWhere results.

NO is a great response because at least, it tells you there is a real objection; after all, when was the last time we sold something without an objection? If we got no objection on all presentations we make, the Company would not need us; they could sell products on the website. Fortunately, there is no technology that can replace the decision making process of buying life insurance; Artificial Intelligence (AI) cannot replace our jobs to help the customer make the final decision. While the internet provides access to prices and ease of use, what it doesn't provide is the ability to help customers make the right decision using innovative judgment and by pointing out areas of gain.

Then why do people say NO? I think it starts with the money and the timing. We need to ask a simple question: why NO? Then we need to listen attentively to the answer without trying a gimmicky response to their objection. Avoiding ready-made-responses to a NO will

give us the opportunity to know the real objection if we ask why. And even if we fail with the current client, we may win with the next one.

I'd like to remind you that we are all **successful failures**. The amount of NOs we get determines how good we are going to become but only if we make treasure of the NOs and we learn from them.

I also like NO because it makes my time productive. I don't need to worry much about a customer who said NO and could not be turned around. John Barrows, a great sales trainer, says it best: "The worst sin in sales is not to lose a deal. It's to take a *long time* to lose a deal."

Learning how to cope with NOs will also make you stronger. The fear of NOs will compromise our productivity by making us want to avoid calls and presentations. The only way to defeat this fear is to make more calls and more presentations, hence getting more NOs. We must learn that a NO is not personal to us, it's only a no to the proposal.

Ask for the answer to 'Why NO.'

Closing is an art. You must learn to ask for the sale, ask to move forward, and stop worrying about appearing pushy.

No matter how good we are, what style we have, how long we've been doing this or what presentation we use, we are eventually going to get a NO... or a YES!

And those are way better than MAYBE. 🙌

The **BUSINESS** ATHLETE

By **Tristan Dlabik**
Master General Agent



SIMON ARIAS AND BRODY EVANSON WITH A LITTLE HELP FROM MIKE TYSON

First things first—Mike Tyson is hands down one of the greatest athletes to ever live! Secondly, my mentor/coach Simon Arias has taught me from the beginning “51-49,” which means

51% HUMILITY AND 49% CONFIDENCE.

You need ego sometimes to compete and win but your humility must always be above your confidence. When you start being 51% confidence and 49% humility, you're in trouble. So, despite Tyson being one of my favorite business athletes, I do not condone the ego or try to live that way. The perfect balance of confidence and self-belief molds our success in business and life.

I still remember December of 2018 right around Christmas after my first full year in the company. I was 19, and it was late when Simon called me and said something along the lines of, “Tristan, you're going to be the next Mike, so you can't slow down at all! You need you and your mom needs you. I need you reading Think and Grow Rich and studying Tyson.” When it comes to short inspirational pieces, many great athletes have inspired me and helped solidify what my mentors Simon, and Brody Evanson have instilled in me over the last almost three years.

I came into this company with minimal education; I literally barely graduated high school. I had cornrows to my shoulders and weighed 145 pounds with a 250-pound temper! Both Simon and Brody played college ball, have incredible character, went to church, worked out, read daily, and many

other great things. They not only inspired me, they molded me into who I am through example, guidance, and accountability. I've never seen anyone with the level of focus, strength, power but simultaneously be so humble and giving! Weekly, after I started to have some results, either Brody or Simon would get me a pair of shoes, take me to eat, and just simply appreciate me. But the best part of it was that they would set aside one-on-one time to develop and connect with me even more. The eating out initially was a massive adjustment I had zero idea which silverware to use and didn't have any acquired tastes! This would result in trying to order chicken tenders and desserts at fancy restaurants.

Brody Evanson

Tristan Dlabik

Simon Arias



I remember in my first few months, I lived an hour away, and I don't think Brody or Simon realized when I would get home after work, I would read, take notes, and role play until late to hone my skills. They would invite me to the gym at 6am, and I sacrificed a lot of sleep! They both taught me and inspired me that we've all paid similar and great prices in life for the things we've accomplished and those sacrifices they always say

“IT WAS WORTH IT!”

I am grateful to Business Athletes Simon and Brody (and Mike Tyson, of course) for influencing me and shaping my business athletic lifestyle since early on in my career.

“

ALL DURING MY TRAINING I'VE BEEN AFRAID OF THIS MAN, I THOUGHT THAT THIS MAN MAY BE CAPABLE OF BEATING ME. I HAVE DREAMED OF HIM BEATING ME.

...BUT **THE CLOSER I GET TO THE RING, THE MORE CONFIDENT I AM.** ONCE I'M IN THE RING, I'M A GOD, NOBODY CAN BEAT ME!

– Mike Tyson



Other Mike Tyson Quotes

- “I'm a dreamer. I have to dream and reach for the stars, and if I miss a star then I grab a handful of clouds.”
- “As long as we persevere and endure, we can get anything we want.”

Above: Shutterstock.com photo used under Editorial License from Ovidiu Hrubaru.

Below: APImages.com photo used under Editorial License from Anonymous.



OPPORTUNITY TO LEAD

Opportunity Unlimited at AIL-NILICO is unlike any other for many reasons: help working families, earn what you're worth, give back to our communities, etc. One of the biggest reasons our Company stands apart is that your career destiny is entirely in your hands. There is no limit to how far you can advance — go as far as your desire, discipline, determination, and commitment will take you.

We asked a handful of successful MGAs and RGAs about the opportunity to lead at AIL-NILICO. Here's what they had to say.

What made you want to get into leadership at AIL-NILICO?

Leadership was inspired by my old business professor Dean Victor, who told me I would be a great leader someday. American Income was finally a career where I could be in leadership quickly and make a difference. It started with wanting to help provide for my dad and family, which then turned into wanting to help others reach their goals. The more you help others, the more you will succeed.

— Justin

I saw the type of lifestyle that top leaders in the company were living and it opened my eyes to what was possible if I got into leadership. After playing football in college, I realized that business and leadership are like sports — if I outworked everybody and was a team player, we could accomplish great things.

— Brody

I was inspired watching videos on YouTube of how AIL top producers became successful. I focused on becoming a top producer, then to make Spotlight, and management was the next step. My vision changed; it was not about me anymore but about my team. It's a privilege to motivate and inspire others to help them achieve their goals.

— Romal

Everybody needs to be coached differently, everybody has a different 'why.' It is the leader's responsibility to create the vision and keep their people accountable. The best leaders in the game have the best culture and they share a common vision. Watching people change their lives financially, spiritually, mentally, and physically has been the most gratifying feeling for me.

— Gregg

What qualities do you think make the best leaders?

Every leader is different. Leaders need to be themselves and find what they want most in life. When they find that out, they can focus on others and create a mastermind alliance. The qualities I look for are integrity, consistency, patience, perseverance, determination, competitiveness, and care. Most can be taught if you are willing to humble yourself and are open to grow.

— Justin

The best leaders put their people first. They are kind, pure, and honest about what needs to happen for others to get what they want out of the business. The best leaders are the ones who hold the hands of those they are teaching and show them the path to travel.

— Chris

Having patience and being goal oriented, communicating, being able to listen and respond in a timely manner. Also, being available to direct and help without micromanaging.

— Beau

Management is about persuading people to do things they do not want to do, while leadership is about inspiring people to do things they never thought they could. The most important qualities of a good leader include: integrity, accountability, empathy, humility, resilience, and vision.

— Romal

What would you say to someone on the fence about stepping into leadership at AIL-NILICO?

Welcome to the club! You will rarely feel ready for the responsibility for other people's success. It is better to be prepared with no opportunity than it is to have an opportunity and not be prepared. Start developing yourself as a leader now. Master the basics, take on small tasks to exhibit leadership and build your confidence level. There is no greater joy than seeing those you lead WIN.

— Jason

It's not easy but it's worth it. Make sure you've mastered leading yourself first before you start to lead others.

— Brody

If you're on the fence- don't do it. You can't do this half way and be successful. When you take a leadership position, you affect the lives of everyone on your team. Get into leadership knowing that you will be doing more. If you are thinking about leadership just for the money, you will fail miserably. You must inspect and motivate constantly. You are accountable for what happens on your team — you can't point fingers — it's 100% on you. Take care of your people and they will take care of you.

— Joe

Leading people is a big responsibility; you have to lead yourself before you are capable of leading others. You must pour into yourself daily — we call it "mind-body-spirit" here at Arias Agencies. You have to better yourself constantly. A great leader at AIL is able to attract talent and duplicate themselves. I love what I do and wouldn't trade it for anything in the world.

— Gregg

Anything else you'd like to add?

Before you sign your leadership contract, you must first master the foundation for all success. That foundation is based on MIND, BODY and SPIRIT. When that is aligned, your vision, your goals, your mission, your energy, and your leadership will flourish. When you feel good, you play good, when you play good, you get paid good! When your team grows, your success is a byproduct of all the sacrifices you made.

— Jason

Your culture must be about family. If someone's mind isn't right personally, they won't be right professionally. Everyone must motivate everyone else to push harder. Being a leader must be held in esteem so everyone wants to do it. The culture must be competitive, yet maintain the family feel. Everyone on the team must act As If. If they want to be a leader, they need to act as if they are. Your culture must be about people wanting to get better. Culture will make or break you. Your team needs to be willing to run through a wall for you, and they'll only do that if they know you'll do the same for them. That's how you rise to the top and stay there.

— Joe

This company changes lives. I was young, unsure of my future or what that could even look like. When you look at the company, its leadership, values, and what they are willing to do to help make your dreams come true, it's truly Opportunity Unlimited. To find mentorship, friendship, and values in such a large company is unheard of in any other large corporations.

— Chris

Don't overthink and try to recreate the wheel. American Income Life is blazing forward and will continue to blaze forward. Follow the systems and reap the rewards.

— Beau



Justin Adams, RGA
(Simon Arias)



Jason Bratin, MGA
(Simon Arias)



Brody Evanson, RGA
(Simon Arias)



Joe Gojcaj, RGA
(Hart-Dushaj)



Chris Hintz, RGA
(Altig-Orlovic)



Beau Locker, RGA
(Matt Henderson)



Romal Omid, RGA
(Mat Hart)



Gregg Rudolph, MGA
(Simon Arias)



1
ASHTON HAMMOND
ALTAMONTE SPRINGS, FL



2
KALEN DUGAN
EL SOBRANTE, CA



3
JOSHUA HOSENBOLD
ALTAMONTE SPRINGS, FL



4
CONNER WHITE
WEXFORD, PA



5
PHOEBE HE
CONCORD, CA



6
INSAF HMAIDI
LONG BEACH, CA



7
JOHN M RAMSEY
ORLANDO, FL



8
EVELYN HOYOS
SACRAMENTO, CA



9
DANIEL PARAVISINI
GRANDVIEW, MO



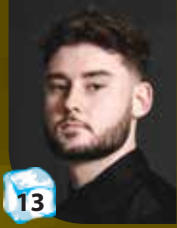
10
LAMBERT MCELRATH
CLEVELAND, OH



11
HERLIN CELICOURT
POMPANO BEACH, FL



12
ROBERT JACKSON
WEXFORD, PA



13
CONNOR O'DONNELL
ST LOUIS, MO



14
JAMES HODGES
ST LOUIS, MO



15
MARIE MICHELLE TIDOR
POMPANO BEACH, FL



16
ALEX PISZCZEK
CLEVELAND, OH



17
MATTHEW STEWART
ST LOUIS, MO



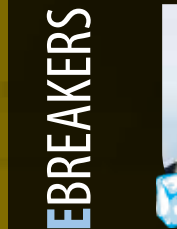
18
CASSIE PENCE
ST LOUIS, MO



19
STEPHANIE BOJOVIC
ST LOUIS, MO



20
FLERINDA VALONDO
AUCKLAND, NZ



ICEBREAKERS
VANESSA RODRIGUEZ
FLUSHING, NY



DANIELLE KWARTA
WEXFORD, PA



ANDREW WHEATON
TROY, MI

AUGUST

Rank	Net ALP	NTG	RET	MGA	SGA
1	Ashton Hammond	\$55,532	94		Beau Locker Matt Henderson
2	Kalen Dugan	\$32,905		80.8	Harold Durana AO
3	Joshua Hosenbold	\$29,832	93		Beau Locker Matt Henderson
4	Conner White	\$29,666	100		Tristan Dlabik Simon Arias
5	Phoebe He	\$29,453	98		Thomas Longino Don Foti
6	Insaf Hmaid	\$28,626	97		Darrell Asbell AO
7	John M Ramsey	\$28,578	100		Joseph Rotolo Matt Henderson
8	Evelyn Hoyos	\$27,392	93		Iris Saavedra Don Foti
9	Daniel Paravisini	\$27,340		81.9	Christopher Buttacavoli AO
10	Lambert McElrath	\$25,809	88		Brent Bowling S-S-Parks-Salvaggi
11	Herlin Celicourt	\$25,380	100		Jean M Joseph Tom Williams
12	Robert Jackson	\$25,074		77.2	Tristan Dlabik Simon Arias
13	Connor O'Donnell	\$24,922	90		Mike Paragiou S-S-Parks-Salvaggi
14	James Hodges	\$24,319	100		Brandon Neal Hart-Dushaj
15	Marie Michelle Tidor	\$24,318	96		Brian Jerome Tom Williams
16	Alex Piszczek	\$24,308		78.2	Matthew Dawson S-S-Parks-Salvaggi
17	Matthew Stewart	\$24,198	94		Edward Leon Hart-Dushaj
18	Cassie Pence	\$23,027	100		Brandon Neal Hart-Dushaj
19	Stephanie Bojovic	\$22,709	100		Joseph Gojcaj Hart-Dushaj
20	Flerinda Valondo	\$22,687	100		Jonathan Da-al Steve Friedlander
21	Alexandra Longo	\$22,281		88.3	Shawn Lewicki Hart-Lewicki
22	Michael Lewo	\$21,676	86		Beau Locker Matt Henderson
23	Suely Bodart	\$21,438		90.9	Jesse Doherty AO
24	Giorgi Gogidze	\$20,627	100		James Fangmann Albert Serur
25	Kevin Gillum	\$20,580	95		Mark Neilson AO
26	Rachael Glamp	\$20,382		88.7	Darez Meriwether AO
27	Vanessa Rodriguez	\$20,294	100		Reynolds Akuamoaa Theodore Pappas
28	Katlynn Carver	\$20,177	99		Samy Jacques Tom Williams
29	Sean Taylor	\$20,150	88		Beau Locker Matt Henderson
30	Daniel Johnston	\$20,099		89.6	Kevin Appasamy AO
31	Blair Sheppard	\$19,962	89		Steven Sparkes AO
32	Ariel Owens	\$19,842		78.1	Eric Thompson S-S-Parks-Salvaggi
33	Marla Seicean	\$19,402	90		Derek Foore S-S-Parks-Salvaggi
34	Luc Honorat	\$18,957	95		Jean M Joseph Tom Williams
35	Tanner Arbutnot	\$18,908	88		Beau Locker Matt Henderson
36	Victoria Halwix	\$18,824	93		Cara DeFiore S-S-Parks-Salvaggi
37	Danielle Kwarta	\$18,810	100		Carey Hartman Simon Arias
38	Devin Finley	\$18,755		82.1	Matthew Dawson S-S-Parks-Salvaggi
39	Adrian Horsham	\$18,519	90		Beau Locker Matt Henderson
40	Andrew Wheaton	\$18,484	98		Paul Smith Zach Hart
41	Todd Colson	\$18,454	100		Ryan Torres-Torioka AO
42	Jonathan Rindt	\$18,384		79.4	Tristan Dlabik Simon Arias
43	Michael Santosuosso	\$18,373	92		John Santosuosso Brett Gryska
44	Darion Fleming	\$18,357		94.8	Jason Bratin Simon Arias
45	Rebecca Amundson	\$18,336	100		Christie Jauch Simon Arias
46	Cassandra Pinto	\$18,237	91		Jeffrey Hall Serur-Yagjian
47	Daniela Quintero	\$18,212	94		Sergio Carta Beto Quintero
48	Travis Carpenter	\$18,038		88.7	Jacqueline Kabluyen AO
49	Jordan Witt	\$17,826	100		Paul Smith Zach Hart
50	Christian Ramaj	\$17,582	96		Paul Smith Zach Hart

YTD

Rank	Net ALP	NTG	RET	MGA	SGA	
*1	Kalen Dugan	\$372,371		80.8	Harold Durana AO	
*2	Kevin Gillum	\$317,684	95		Mark Neilson AO	
*3	Trenton Miller	\$185,249		80.8	Mark Neilson AO	
*4	Weslee Cajeras	\$176,906		94.2	Jonathan Da-al Steve Friedlander	
*5	Robert Jackson	\$156,836		77.2	Tristan Dlabik Simon Arias	
*6	Jonathan Rindt	\$155,656		79.4	Tristan Dlabik Simon Arias	
*7	Joshua Hosenbold	\$150,379	93		Beau Locker Matt Henderson	
*8	Rachael Glamp	\$145,855		88.7	Darez Meriwether AO	
*9	Eddie Beleshi	\$136,542	100		Joseph Gojcaj Hart-Dushaj	
*10	Devin Finley	\$136,521		82.1	Matthew Dawson S-S-Parks-Salvaggi	
11	Alexandra Longo	\$134,182		88.3	Shawn Lewicki Hart-Lewicki	
12	Nicholas Llewellyn	\$132,131		75.1	Brent Bowling S-S-Parks-Salvaggi	
13	Joseph Michelin	\$125,118	93		Matthew Hudlin Laura Fisher	
14	Serge Brouillette	\$122,540		76.3	Eyad Awdi AO	
15	Nella Lejeune	\$118,530		73.8	Daniel Umbertone AO	
16	Todd Krupa	\$117,163	94		Jessica Chang AO	
17	Kirsten Puhl	\$116,160	92		Trace Johnson Dustin Venekamp	
18	Vivian Trinh	\$115,597	88		Denis Snyder AO	
19	Sean Taylor	\$115,354	88		Beau Locker Matt Henderson	
20	Tanner Arbutnot	\$115,288	88		Beau Locker Matt Henderson	
21	Adrian Horsham	\$115,211	90		Beau Locker Matt Henderson	
22	Kevin Pharaon	\$114,495	91		Timothy Bugge Simon Arias	
23	Adam Wheeler	\$113,010		82.3	Michael van Delft Satti-Kanaan	
24	Amy Montellus	\$111,793		86.0	Phi Phan Desi Dimitrova	
25	Travis Carpenter	\$109,626		88.7	Jacqueline Kabluyen AO	
26	Cory Cannataro	\$105,156	86			Giglione-Ackerman
27	Renee Zinsky	\$104,966		87.0	Adem Abdula Giglione-Ackerman	
28	Damaris Trejo	\$103,913		91.6	Zach Otto Sabrina Lloyd	
29	Nicole Cenknor	\$102,323		77.0	Jonathan Jones Corey Neff	
30	Samuel Holden	\$101,256		88.0	Kimberly Hamilton Brett Gryska	
31	Lambert McElrath	\$101,101	88		Brent Bowling S-S-Parks-Salvaggi	
32	Bryan Stoddard	\$100,128	89			Josh West
33	Marc Albo	\$99,319	86		Paul Smith Zach Hart	
34	Marc Futterweit	\$98,288		81.7	Corey Helly Giglione-Ackerman	
35	Shane Rendell	\$97,063	89		Claude Hamilton Satti-Kanaan	
36	Evelyn Hoyos	\$95,941	93		Iris Saavedra Don Foti	
37	Cash Sampson	\$95,730	92		Brandon Minor AO	
38	Ryan Clawson	\$93,835		88.1	Matthew Conrad S-S-Parks-Salvaggi	
39	Delyssa Allen	\$93,389	92		Edward Leon Hart-Dushaj	
40	Silas Merkel	\$92,057	88		Derek Foore S-S-Parks-Salvaggi	
41	Suely Bodart	\$91,192		90.9	Jesse Doherty AO	
42	Roxana Campos	\$90,765		85.5	Jacqueline Kabluyen AO	
43	Ragih Murshed	\$90,736	93		Mohamad Raychouni Hart-Dushaj	
44	Katherine Nummy	\$89,509		74.5	Kimberly Hamilton Brett Gryska	
45	Alex Grushko	\$89,465		79.2	Danielle Morales Giglione-Ackerman	
46	Priscila Gonzalez	\$88,968	95		Mark Neilson AO	
47	Geoffrey Griffin	\$88,575	84		Maurice Coleman Brian Schreiter	
48	Ariel Owens	\$88,520		78.1	Eric Thompson S-S-Parks-Salvaggi	
49	Mark Bruce	\$87,602		82.5	Victor Holmes Michael Vasu	
50	Hisham Tabak	\$87,554		88.4	Behrad Baghbanian AO	

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Rookie Producers list for the month, as well as the next Top 3 in this category.



1
CARMEN ARROYO
FLUSHING, NY



2
DUNI OLUSEGUN
INDIANAPOLIS, IN



3
AREF SAYEGH
HALIFAX, NS



4
LILY SAKAI
LOS ANGELES, CA



5
ROGER FUNG
TRACY, CA



6
MATTHEW ZANG
SAINT PAUL, MN



7
CARLY FERRARO
CLEVELAND, OH



8
MUHAMMED ASHRAF
FLUSHING, NY



9
TONY GEORGES
CLEVELAND, OH



10
DEJAN KUKOLJ
BURNABY, BC



11
MICHAEL VAN DELFT
HALIFAX, NS



12
DANIEL PRINZO
CLEVELAND, OH



13
ZACHERY KERTULIS
CLEVELAND, OH



14
ELLEN TUTTLE
ROCHESTER, NY



15
PABLO SOLIS
TRACY, CA



16
DERRICK MASON
COON RAPIDS, MN



17
MIGUEL CASTILLO
SAN DIMAS, CA



18
DOUGLAS CLARKE
BATON ROUGE, LA



19
BRUCE TAN
AIEA, HI



20
JOEL TRASK
HALIFAX, NS

AUGUST

Rank	Net ALP	NTG	RET	MGA	SGA
1	Carmen Arroyo	\$54,983	80.7	Levar Morgan	Theodore Pappas
2	Duni Olusegun	\$48,660	85.4	Duni Olusegun	James Cunningham
3	Aref Sayegh	\$35,127	96.4	Phillip Waisman	Satti-Kanaan
4	Lily Sakai	\$32,846	89.3		Cohen-Cohen
5	Roger Fung	\$32,361	81.6		Mathew Hart
6	Matthew Zang	\$30,397	81.3	Ryan Stenglein	AO
7	Carly Ferraro	\$28,965	88.7	Rita Rider	S-S-Parks-Salvaggi
8	Muhammed Ashraf	\$28,317	87.6	Sabrina Kryshundayal	Theodore Pappas
9	Tony Georges	\$28,174	80.2	Matthew Conrad	S-S-Parks-Salvaggi
10	Dejan Kukolj	\$28,031	81.9	Michael Botond	AO
11	Michael van Delft	\$27,767	85.7	Michael van Delft	Satti-Kanaan
12	Daniel Prinzo	\$27,734	90.6	Brent Bowling	S-S-Parks-Salvaggi
13	Zachery Kertulis	\$27,491	89.1	Derek Foore	S-S-Parks-Salvaggi
14	Ellen Tuttle	\$27,158	83.9		Brett Gryska
15	Pablo Solis	\$25,221	78.2	Pablo Solis	Mathew Hart
16	Derrick Mason	\$25,128	78.6	Derrick Mason	Chad Deley
17	Miguel Castillo	\$24,738	84.8	Phi Phan	Desi Dimitrova
18	Douglas Clarke	\$23,800	89.2	Joshua Jackson	Brian Schreiter
19	Bruce Tan	\$23,306	84.9	Christopher Clark	AO
20	Joel Trask	\$22,985	89.1	Christopher Bungay	Satti-Kanaan
21	Eric Butt	\$22,882	83.8	Matthew Cartwright	S-S-Parks-Salvaggi
22	Babajide Obashoto	\$22,843	88.0	Tiffany Babin-Washington	Jay Washington
23	Roger Fredericks	\$21,216	88.9	Adrienne Bragas	AO
24	Brandon Eck	\$21,025	81.9	Mike Paragiou	S-S-Parks-Salvaggi
25	Randa Mustafa	\$20,978	89.6	Brent Bowling	S-S-Parks-Salvaggi
26	Stuart Pagan	\$20,594	77.1	Stuart Pagan	Mathew Hart
27	Razan Zarba	\$20,146	89.4	Romal Omid	Mathew Hart
28	Max Quasem	\$20,014	99.4		Cohen-Cohen
29	Altina Arakelian	\$19,725	83.2	Altina Arakelian	Desi Dimitrova
30	Felipe Machado-Santanna	\$19,643	74.4	Begona Patino-Lopez	Cisco Perez
31	Brock Lampe	\$19,613	94.2	Dustin Dunbar	Dustin Venekamp
32	Steven Counts	\$19,602	73.0	Cara DeFiore	S-S-Parks-Salvaggi
33	David Melendrez	\$19,331	81.0		Cindy Furer
34	Ian Pickett	\$18,995	81.8	Bobby Gujral	AO
35	Joachim Jean	\$18,871	81.8	Ryan Hall	Laura Fisher
36	Nasr Quadri	\$18,496	75.8	Nasr Quadri	Theodore Pappas
37	Allison Kusgen	\$18,007	88.1	Michael Giachetti	S-S-Parks-Salvaggi
38	Vera Leus	\$17,823	73.3	Joshua Olin	AO
39	Ashley Hutson	\$17,722	93.9	Ashley Hutson	Kyle Wrobel
40	DeAnthony Hartman	\$17,610	80.8	Nick Scordos	Zach Hart
41	Taulant Bane	\$17,469	83.2	David Carpenter	Dustin Venekamp
42	Mike Reed	\$17,468	91.6	Meaghan Krecsko	AO
43	Tomarus Burks	\$17,007	76.4	Brian Jerome	Tom Williams
44	Tennison Mather	\$16,960	82.5	Joseph Tomanovich	AO
45	Brent Bowling	\$16,902	93.9	Brent Bowling	S-S-Parks-Salvaggi
46	Joey Kennedy	\$16,827	78.7		AO
47	Ryan Locke	\$16,511	91.2	Alon Barnur	AO
48	Peer Shmelzer	\$16,432	95.0	Joshua Olin	AO
49	Carlo Trinidad	\$15,982	79.0	Bobby Gujral	AO
50	Damen Hartwick	\$15,863	91.4	Mike Paragiou	S-S-Parks-Salvaggi

ALL TIME RECORD: \$189,995 Net ALP — MARK NEILSON

YTD

Rank	Net ALP	NTG	RET	MGA	SGA
*1	Roger Fredericks	\$321,276	88.9	Adrienne Bragas	AO
*2	Michael van Delft	\$313,554	85.7	Michael van Delft	Satti-Kanaan
*3	Carmen Arroyo	\$308,403	80.7	Levar Morgan	Theodore Pappas
*4	Muhammed Ashraf	\$282,357	87.6	Sabrina Kryshundayal	Theodore Pappas
*5	Aref Sayegh	\$248,951	96.4	Phillip Waisman	Satti-Kanaan
*6	Mike Reed	\$246,219	91.6	Meaghan Krecsko	AO
*7	Lily Sakai	\$235,503	89.3		Cohen-Cohen
*8	Roger Fung	\$222,876	81.6		Mathew Hart
*9	Ian Pickett	\$221,765	81.8	Bobby Gujral	AO
*10	Duni Olusegun	\$203,126	85.4	Duni Olusegun	James Cunningham
11	Taulant Bane	\$193,297	83.2	David Carpenter	Dustin Venekamp
12	Tony Georges	\$182,735	80.2	Matthew Conrad	S-S-Parks-Salvaggi
13	Stuart Pagan	\$180,320	77.1	Stuart Pagan	Mathew Hart
14	Max Quasem	\$178,272	99.4		Cohen-Cohen
15	Dina Boghdady	\$168,825	87.3	Luay Ghawi	AO
16	Alex Miller	\$168,418	80.2	Stephen Jeung	Cohen-Cohen
17	Joey Kennedy	\$162,854	78.7		AO
18	Lleison Martinez	\$155,694	81.3	Begona Patino-Lopez	Cisco Perez
19	Ellen Tuttle	\$153,759	83.9		Brett Gryska
20	Irma Gallardo	\$152,166	78.8	Steven Warner	AO
21	Meardey Kim	\$146,770	87.8	Yussuf El-Zein	AO
22	Douglas Clarke	\$145,057	89.2	Joshua Jackson	Brian Schreiter
23	Derrick Mason	\$144,614	78.6	Derrick Mason	Chad Deley
24	Jesse Fullmer	\$143,813	90.6	Clint Perry	AO
25	Ryan Vance	\$139,567	81.1	Derek Foore	S-S-Parks-Salvaggi
26	Joachim Jean	\$138,587	81.8	Ryan Hall	Laura Fisher
27	Bryan Juskiw	\$135,651	87.4	Bryan Juskiw	S-S-Bendure-Hartwig
28	Felipe Machado-Santanna	\$134,138	74.4	Begona Patino-Lopez	Cisco Perez
29	DeAnthony Hartman	\$132,840	80.8	Nick Scordos	Zach Hart
30	Bradley Christiansen	\$132,616	90.4	Darrell Asbell	AO
31	Matthew Zang	\$131,794	81.3	Ryan Stenglein	AO
32	Daniel Prinzo	\$131,766	90.6	Brent Bowling	S-S-Parks-Salvaggi
33	Steven Dell	\$130,227	82.2	Steven Dell	Simon Arias
34	Tomarus Burks	\$127,643	76.4	Brian Jerome	Tom Williams
35	Jordan Graham	\$127,100	86.3	Zach Otto	Sabrina Lloyd
36	Richard Carter	\$123,345	97.9	Clint Perry	AO
37	Alan Sedaghat	\$123,151	86.9	Bobby Gujral	AO
38	Yollette Mompont	\$122,643	87.0	Jean M Joseph	Tom Williams
39	David Melendrez	\$122,524	81.0		Cindy Furer
40	Dustin Dunbar	\$122,248	85.0		Dustin Venekamp
41	Chris Anderson	\$121,922	81.8		Mathew Hart
42	Adem Abdula	\$121,611	83.3	Adem Abdula	Gigliione-Ackerman
43	Joshua Jahnish-Maltese	\$121,124	79.0	Francis Ingulli	Simon Arias
44	Jadwiga Martins	\$120,606	77.9	Jesse Doherty	AO
45	Michael Sherwood	\$120,231	75.1	Peter Kwiatkowski	S-S-Parks-Salvaggi
46	Brock Lampe	\$119,605	94.2	Dustin Dunbar	Dustin Venekamp
47	Mark Diskin	\$119,483	89.8	Mark Diskin	Simon Arias
48	Nicholas Davis	\$119,159	76.8	Samy Jacques	Tom Williams
49	Hans Klink	\$119,111	84.3	Jason Bratin	Simon Arias
50	Carly Ferraro	\$118,123	88.7	Rita Rider	S-S-Parks-Salvaggi

ALL TIME RECORD: \$756,403 Net ALP — JOSH DISHONG

LIFETIME RECORD: \$3,517,034 Net ALP — MAX QUASEM 11/30/19

SUPERVISING AGENTS



1 MORIAH CHANDLER
ALTAMONTE SPRINGS, FL



2 WILLIAM BENLINE
ST LOUIS, MO



3 TALEB JAMMOUL HAJALI
MIAMI, FL



4 BRANDON BISKIE
OKLAHOMA CITY, OK



5 BENJAMIN KESTERSON
ST LOUIS, MO



6 MARISSA TAM
CONCORD, CA



7 ERIC BANKS
SACRAMENTO, CA



8 JORGE CARIDAD
HOUSTON, TX



9 BEDROS NAAMA
TROY, MI



10 ARTURO ROMERO
ST LOUIS, MO

AUGUST

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Moriah Chandler	\$106,002	\$191,960		82.4	Beau Locker	Matt Henderson
2	William Benline	\$82,816	\$89,700		83.3	Brandon Neal	Hart-Dushaj
3	Taleb Jammoul Hajali	\$59,267	\$106,747	93		Patricia Contreras	Beto Quintero
4	Brandon Biskie	\$43,779	\$51,089	100		Joseph Rotolo	Matt Henderson
5	Benjamin Kesterson	\$40,353	\$43,573	91		Edward Leon	Hart-Dushaj
6	Marissa Tam	\$38,499	\$45,836	96		Thomas Longino	Don Foti
7	Eric Banks	\$36,431	\$47,140	89		Iris Saavedra	Don Foti
8	Jorge Caridad	\$35,653	\$42,344	97		Tahis Quintero Bonilla	Jesus Romero
9	Bedros Naama	\$35,407	\$35,202	99		Paul Smith	Zach Hart
10	Arturo Romero	\$35,245	\$109,913	89		Mike Paragiou	S-S-Parks-Salvaggi
11	Cesar Perez Ramirez	\$35,175	\$41,347	92		Patricia Contreras	Beto Quintero
12	Jozef Tinaj	\$34,253	\$45,897	93		Joseph Gojcay	Hart-Dushaj
13	Dimuthu Kelegama	\$33,646	\$34,791	93		Brian Jerome	Tom Williams
14	Ryan Crawford	\$31,381	\$36,579	96		Tristan Dlabik	Simon Arias
15	Alessandro Succuro	\$29,599	\$38,398	95		Joseph Gojcay	Hart-Dushaj
16	Franivan Nieto	\$29,141	\$37,323	97		Jean Romero Capote	Jesus Romero
17	Cesar Cozo	\$28,553	\$37,742	100		Jonathan Da-al	Steve Friedlander
18	Pedro Davila Neto	\$27,910	\$33,005	90		Beau Locker	Matt Henderson
19	Victor Romero	\$27,906	\$36,495		79.6	Sergio Carta	Beto Quintero
20	Gianni Toma	\$27,215	\$31,535	89		Paul Smith	Zach Hart

ALL TIME RECORDS: \$268,100 1st 6 Mo Agt — JEFFREY HUDSON | \$268,100 Net ALP — JEFFREY HUDSON

YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Moriah Chandler	\$772,638	\$1,017,095		82.4	Beau Locker	Matt Henderson
*2	Benzack Cooper	\$441,185	\$560,604		79.4	Edward Leon	Hart-Dushaj
*3	Taleb Jammoul Hajali	\$311,117	\$479,910	93		Patricia Contreras	Beto Quintero
*4	William Benline	\$271,483	\$325,621		83.3	Brandon Neal	Hart-Dushaj
*5	Benjamin Kesterson	\$256,361	\$313,398	91		Edward Leon	Hart-Dushaj
6	Gianni Toma	\$186,849	\$232,585	89		Paul Smith	Zach Hart
7	Jozef Tinaj	\$182,669	\$224,421	93		Joseph Gojcay	Hart-Dushaj
8	Ahmed Kassem	\$157,371	\$188,758	88		Mohamad Raychouni	Hart-Dushaj
9	Besim Nikaj	\$154,577	\$191,673		98.6	Joseph Gojcay	Hart-Dushaj
10	Cesar Perez Ramirez	\$151,632	\$204,879	92		Patricia Contreras	Beto Quintero
11	Anizabeth Parra Gonzalez	\$149,067	\$183,557	95		Angel Contreras	Gonzalez-H-W
12	Victor Romero	\$138,383	\$182,558		79.6	Sergio Carta	Beto Quintero
13	Anton Ljuljduraj	\$129,399	\$191,093	89		Joseph Gojcay	Hart-Dushaj
14	Andre Bzhetaj	\$123,468	\$168,900	88		Joseph Gojcay	Hart-Dushaj
15	Sullena Staton	\$119,849	\$368,780		77.4	Steven Dell	Simon Arias
16	David Hurst	\$116,341	\$163,344	87		Paul Smith	Zach Hart
17	Richard Zuccato	\$110,572	\$132,771		73.4	Morgan Lobello	Gigliano-Ackerman
18	Arturo Romero	\$109,746	\$373,140	89		Mike Paragiou	S-S-Parks-Salvaggi
19	Lukess Joseph	\$109,362	\$172,058		81.9	Mark Lahijani	Theodore Pappas
20	Andrea D Owens	\$107,386	\$298,340		79.6	Eric Thompson	S-S-Parks-Salvaggi

ALL TIME RECORDS: \$593,315 1st 6 Mo Agt — PATRYCJA GRUDZINSKA | \$788,594 Net ALP — ARIF HAJRO

GENERAL AGENTS



1 JOE LEWO
ALTAMONTE SPRINGS, FL



2 KLYO VIDAL
MIAMI, FL



3 CHRISTIAN GOJCAJ
ST LOUIS, MO



4 AVERIGH SPECIALE
OKLAHOMA CITY, OK



5 DORIS MARTINEZ GARCIA
MIAMI, FL



6 LUC DO
VANCOUVER, WA



7 BRANDON DUSEVIC
TROY, MI



8 JACOB BROWN
ST LOUIS, MO



9 SOLGEIS CARDOZO MIJARES
MIAMI LAKES, FL



10 ALFREDO GARCIA
MIAMI, FL

AUGUST

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Joe Lewo	\$142,858	\$253,476	88		Beau Locker	Matt Henderson
2	Klyo Vidal	\$127,853	\$195,817	93		Patricia Contreras	Beto Quintero
3	Christian Gojcay	\$122,893	\$148,037		88.1	Joseph Gojcay	Hart-Dushaj
4	Averigh Speciale	\$101,838	\$112,113	98		Joseph Rotolo	Matt Henderson
5	Doris Martinez Garcia	\$85,852	\$148,022		77.7	Sergio Carta	Beto Quintero
6	Luc Do	\$82,601	\$98,552		98.1	Joshua Olin	AO
7	Brandon Dusevic	\$69,110	\$91,425		73.4	Paul Smith	Zach Hart
8	Jacob Brown	\$63,039	\$115,496		80.3	Edward Leon	Hart-Dushaj
9	Solgeis Cardozo Mijares	\$61,228	\$74,222	96		Angel Contreras	Gonzalez-H-W
10	Alfredo Garcia	\$59,966	\$90,339		79.7	Walter Icaza	Beto Quintero
11	Ian Rouleau	\$51,932	\$61,841		78.5	Paul Smith	Zach Hart
12	Chilynn Acevedo	\$51,817	\$66,628	96		Gabriela Sime	Fisher-Zuzick
13	Mercedes Bens	\$47,621	\$51,047	94		Duane Shaw	Sabrina Lloyd
14	Jonathan Ramirez	\$47,267	\$58,682		73.2	Patricia Contreras	Beto Quintero
15	Tomarus Burks	\$46,488	\$74,174		76.0	Brian Jerome	Tom Williams
16	Iv Menache	\$45,655	\$63,737	99		Cody Gardner	Albert Serur
17	Crystal Vairetta	\$43,789	\$44,947		76.2	Martin Salavec	Travis Moody
18	Brandon Atchley	\$41,544	\$45,552	94		Paul Smith	Zach Hart
19	Erica Robertson	\$40,843	\$39,763	91		Timothy Bugge	Simon Arias
20	Joshua Wang	\$38,451	\$42,055	95		Alberto Alcalá	Ryan Bisanz

ALL TIME RECORDS: \$470,416 1st 6 Mo Agt — JEFFREY HUDSON | \$473,032 Net ALP — JEFFREY HUDSON

YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Joe Lewo	\$904,401	\$1,219,936	88		Beau Locker	Matt Henderson
*2	Jacob Brown	\$794,064	\$1,039,298		80.3	Edward Leon	Hart-Dushaj
*3	Christian Gojcay	\$633,654	\$757,957		88.1	Joseph Gojcay	Hart-Dushaj
*4	Klyo Vidal	\$628,537	\$947,487	93		Patricia Contreras	Beto Quintero
*5	Brandon Dusevic	\$570,219	\$777,728		73.4	Paul Smith	Zach Hart
6	Ian Rouleau	\$535,954	\$657,763		78.5	Paul Smith	Zach Hart
7	Gjon Ljuljduraj	\$532,416	\$635,173		77.4	Mohamad Raychouni	Hart-Dushaj
8	Doris Martinez Garcia	\$432,524	\$826,196		77.7	Sergio Carta	Beto Quintero
9	Valentino Kalaj	\$404,660	\$573,055		81.4	Joseph Gojcay	Hart-Dushaj
10	Adel Al Choufi Naim	\$380,642	\$417,955	91		Angel Contreras	Gonzalez-H-W
11	Morgan Evans	\$371,457	\$341,202		92.2	Mohamad Raychouni	Hart-Dushaj
12	Jenna Grula	\$362,518	\$677,723		78.1	Sokol Fazliu	Simon Arias
13	Erica Robertson	\$340,478	\$517,478	91		Timothy Bugge	Simon Arias
14	Eric Caballero	\$327,887	\$379,944		78.3	Heriberto Chavez	Richard Correa
15	Jorge Toribio	\$304,407	\$624,419		77.7	Jeffrey Espinal	Theodore Pappas
16	Storm Hutskal	\$253,993	\$321,053	84		Christopher Hintz	AO
17	Joshua Egyud	\$242,404	\$414,002		83.4	Sokol Fazliu	Simon Arias
18	Selma Ogresovic	\$241,702	\$517,039		78.6	Kimberly Hamilton	Brett Gryska
19	Daniel Prinzo	\$232,005	\$965,905		82.8	Brent Bowling	S-S-Parks-Salvaggi
20	Sherrie McCarty	\$225,538	\$377,281		79.5	Michael McKiernan	Dustin Venekamp

ALL TIME RECORDS: \$2,035,593 1st 6 Mo Agt — MEGAN JOHNSON | \$2,259,927 Net ALP — MEGAN JOHNSON

AUGUST

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Eric Thompson	102.2%	\$279,537	\$138,225	78.0	S-S-Parks-Salvaggi	
Derek Foore	66.7%	\$184,734	\$110,839	77.9	S-S-Parks-Salvaggi	
Matthew Conrad	49.1%	\$224,491	\$150,614	84.0	S-S-Parks-Salvaggi	
II Beau Locker	437.4%	\$354,447	\$65,960	77.7	Matt Henderson	
Patricia Contreras	161.2%	\$255,151	\$97,684	80.6	Beto Quintero	
Walter Icaza	17.7%	\$160,013	\$135,924	78.0	Beto Quintero	
III Mark Lahijani	45.7%	\$127,775	\$87,717	78.7	Theodore Pappas	
Bobby Hamilton	25.9%	\$125,466	\$99,641	78.9	AO	
Darcy Schrieber	17.8%	\$108,653	\$92,215	76.3	Zach Hart	
IV Daryl Graham	272.7%	\$193,310	\$51,863	78.4	S-S-Parks-Salvaggi	
Phi Phan	42.0%	\$143,332	\$100,968	80.1	Desi Dimitrova	
V Mike Paragiou	289.2%	\$240,561	\$61,810	81.6	S-S-Parks-Salvaggi	
Michael Mandella	48.4%	\$103,896	\$70,012	81.7	AO	
Reynolds Akuamo	16.2%	\$72,406	\$62,311	75.5	Theodore Pappas	
VI Jason Bratin	153.3%	\$110,895	\$43,775	84.3	Simon Arias	
Brody Maughan-Evanson	125.2%	\$166,124	\$73,772	76.4	Simon Arias	
Peter Kwiatkowski	85.5%	\$101,065	\$54,491	78.2	S-S-Parks-Salvaggi	
VII Stuart Pagan	326.2%	\$143,397	\$33,645	77.2	Mathew Hart	
London Burnett	182.6%	\$92,325	\$32,668	76.4	S-S-Parks-Salvaggi	
Sokol Fazliu	89.3%	\$118,970	\$62,858	78.2	Simon Arias	
VIII Samy Jacques	124.7%	\$98,111	\$43,659	73.0	Tom Williams	
Joseph Tomanovich	116.7%	\$102,324	\$47,216	76.9	AO	
Christopher Hintz	91.6%	\$81,698	\$42,641	76.5	AO	
IX Melinda-Rae Lyse	72.3%	\$79,299	\$46,029	75.9	AO	
Meaghan Krecsko	35.2%	\$43,232	\$31,983	78.2	AO	
Steven Warner	20.4%	\$46,873	\$38,916	75.4	AO	
X Kevin Appasamy	204.2%	\$81,413	\$26,761	85.4	AO	
Darrell Asbell	122.7%	\$83,893	\$37,676	80.8	AO	
Jacqueline Kabluyen	33.7%	\$41,623	\$31,128	76.5	AO	
XI Thomas Longino	495.3%	\$135,148	\$22,704	84.4	Don Foti	
Brandon Baker	315.8%	\$97,988	\$23,568	84.6	Travis Moody	
Jesse Doherty	209.6%	\$50,906	\$16,442	80.5	AO	
XII Charles Ferrari	38.1%	\$26,817	\$19,420	84.7	Simon Arias	
Ryan Witham	11.6%	\$34,922	\$31,303	82.8	Brett Gryska	
XIII Shawn Lewicki	214.3%	\$58,089	\$18,484	73.0	Hart-Lewicki	
Maurice Coleman	147.8%	\$47,684	\$19,241	81.3	Brian Schreiter	
George O'Shea	146.4%	\$29,459	\$11,957	80.7	Gigliione-Ackerman	
XIV Brandon Minor	748.0%	\$53,375	\$6,294	80.9	AO	
Anacleto Arevalo	393.5%	\$39,301	\$7,963	85.0	AO	
Amr Shater	250.8%	\$20,080	\$5,724	80.9	Theodore Pappas	
XV Rupinder Toor	502.2%	\$6,405	\$1,064	79.2	AO	

ALL TIME RECORD: \$595,303 Net ALP — MARC SALVAGGI

AUGUST ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Paul Smith	566.6%	\$165,457	\$29,200	201,689	74.3	Zach Hart	
Tahis Quintero Bonilla	481.1%	\$140,487	\$29,200	160,903	94	Jesus Romero	
Sergio Carta	395.9%	\$115,614	\$29,200	210,357	78.2	Beto Quintero	
Ashley Clarke	391.0%	\$114,163	\$29,200	193,201	74.9	Ernest Powell	
Joseph Rotolo	330.5%	\$96,511	\$29,200	104,028	78.8	Matt Henderson	
Joseph Gojcaj	328.2%	\$95,836	\$29,200	143,810	77.5	Hart-Dushaj	
Astrid Castrillon	262.5%	\$76,646	\$29,200	94,340	94	Hemerson Gonzalez	
Brandon Neal	232.3%	\$67,833	\$29,200	105,883	78.5	Hart-Dushaj	
Aaron Piotrowski	206.7%	\$60,351	\$29,200	76,521	74.2	Sabrina Lloyd	
Jonathan Da-al	188.3%	\$54,973	\$29,200	72,502	91.8	Steve Friedlander	



ERIC THOMPSON
CLEVELAND, OH



BEAU LOCKER
OKLAHOMA CITY, OK



MARK LAHIJANI
FLUSHING, NY



DARYL GRAHAM
WAUWATOSA, WI



MIKE PARAGIOU
ST. LOUIS, MO



JASON BRATIN
WEXFORD, PA



STUART PAGAN
TRACY, CA



SAMY JACQUES
POMPANNO BEACH, FL



MELINDA-RAE LYSE
CALGARY, AB



KEVIN APPASAMY
HONOLULU, HI



THOMAS LONGINO
CONCORD, CA



CHARLES FERRARI
WEXFORD, PA



SHAWN LEWICKI
SAN BERNARDINO, CA



BRANDON MINOR
SPOKANE VALLEY, WA



RUPINDER TOOR
SURREY, BC



PAUL SMITH
TROY, MI

Rookie

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Jeffrey Espinal	56.0%	\$1,560,502	\$1,000,059	78.8	Theodore Pappas	
II Beau Locker	111.6%	\$1,968,621	\$930,190	77.7	Matt Henderson	
Patricia Contreras	28.5%	\$1,168,007	\$909,178	80.6	Beto Quintero	
Walter Icaza	19.6%	\$1,064,130	\$889,587	78.0	Beto Quintero	
III Clayton Slaughter	29.9%	\$1,006,051	\$774,384	79.1	Michael Vasu	
Mark Lahijani	29.7%	\$998,541	\$769,771	78.7	Theodore Pappas	
Bobby Hamilton	26.7%	\$965,198	\$761,774	78.9	AO	
IV Daryl Graham	33.8%	\$871,150	\$651,163	78.4	S-S-Parks-Salvaggi	
Phi Phan	32.6%	\$935,667	\$705,391	80.1	Desi Dimitrova	
V Mike Paragiou	96.1%	\$1,159,094	\$591,097	81.6	S-S-Parks-Salvaggi	
Michael Mandella	48.6%	\$889,742	\$598,759	81.7	AO	
Steven Dell	40.4%	\$866,723	\$617,179	77.9	Simon Arias	
VI Brody Maughan-Evanson	161.6%	\$1,313,107	\$501,964	76.4	Simon Arias	
Jason Bratin	74.6%	\$857,649	\$491,168	84.3	Simon Arias	
Clint Perry	40.6%	\$732,559	\$520,936	86.5	AO	
VII Stuart Pagan	148.0%	\$1,058,456	\$426,722	77.2	Mathew Hart	
Sokol Fazliu	101.7%	\$858,561	\$425,749	78.2	Simon Arias	
Travis Vaughn	46.0%	\$643,150	\$440,523	74.8	Simon Arias	
VIII Christopher Hintz	106.4%	\$766,027	\$371,165	76.5	AO	
Joseph Tomanovich	89.6%	\$689,123	\$363,545	76.9	AO	
Michael Burningham	48.0%	\$596,849	\$403,320	82.9	AO	
IX Michael McKiernan	95.5%	\$647,884	\$331,483	81.6	Dustin Venekamp	
Meaghan Krecsko	86.1%	\$619,398	\$332,801	78.2	AO	
Melinda-Rae Lyse	50.9%	\$511,418	\$338,903	75.9	AO	
X Daniel Umbertone	110.7%	\$567,715	\$269,470	75.5	AO	
Darrell Asbell	103.1%	\$629,094	\$309,731	80.8	AO	
Jacqueline Kabluyen	43.7%	\$429,734	\$298,997	76.5	AO	
XI Thomas Longino	115.4%	\$568,763	\$264,056	84.4	Don Foti	
Brandon Baker	57.6%	\$373,874	\$237,197	84.6	Travis Moody	
Ryan Ohm	49.7%	\$349,080	\$233,211	80.1	Simon Arias	
XII Joshua Goodman	94.6%	\$422,909	\$217,347	78.4	Richard Correa	
Jonathan Jones	32.9%	\$278,465	\$209,573	74.0	Corey Neff	
Ryan Witham	10.5%	\$234,022	\$211,879	82.8	Brett Gryska	
XIII Shawn Lewicki	178.5%	\$386,708	\$138,846	73.0	Hart-Lewicki	
Daniel Perkins	116.7%	\$298,235	\$137,649	76.4	AO	
Maurice Coleman	82.5%	\$323,746	\$177,443	81.3	Brian Schreiter	
XIV Anacleto Arevalo	263.0%	\$300,737	\$82,847	85.0	AO	
Brandon Minor	255.3%	\$286,504	\$80,647	80.9	AO	
Dwayne Gomez	96.7%	\$187,407	\$95,299	74.5	Jose Carvajal	
XV Rupinder Toor	33.6%	\$9,805	\$7,337	79.2	AO	
Felicia Steele	25.7%	\$84,258	\$67,025	86.5	AO	

ALL TIME RECORD: \$4,005,969 Net ALP — MARC SALVAGGI

YTD ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Joseph Gojcaj	675.3%	\$1,577,483	\$233,600	2,125,165	77.5	Hart-Dushaj	
Paul Smith	467.8%	\$1,092,799	\$233,600	1,420,630	74.3	Zach Hart	
Ashley Clarke	394.3%	\$920,970	\$233,600	1,414,227	74.9	Ernest Powell	
Edward Leon	331.3%	\$773,973	\$233,600	1,161,760	82.3	Hart-Dushaj	
Mohamad Raychouni	264.3%	\$617,360	\$233,600	887,589	74.0	Hart-Dushaj	
Sergio Carta	250.3%	\$584,802	\$233,600	1,182,301	78.2	Beto Quintero	
Aaron Piotrowski	234.8%	\$548,568	\$233,600	816,672	74.2	Sabrina Lloyd	
Heriberto Chavez	210.1%	\$490,762	\$233,600	559,198	80.5	Richard Correa	
Brandon Neal	197.7%	\$461,785	\$233,600	822,048	78.5	Hart-Dushaj	
Tahis Quintero Bonilla	192.4%	\$449,335	\$233,600	587,344	94	Jesus Romero	

Spotlight recognizes the top three Master General Agents in Categories I-XV with positive growth and the top ten Rookies with minimum 100% Performance Factor. Figures reflect hierarchy transfer adjustments. The MGAs that will be recognized at the 2020 Awards Presentation are the top MGA per category from Categories I-XV based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

REGIONAL GENERAL AGENTS



II
WALTER ICAZA
MIAMI, FL



III
JOSEPH GOJCAJ
ST. LOUIS, MO



IV
ERIC THOMPSON
CLEVELAND, OH



V
DEREK FOORE
CLEVELAND, OH



VI
MIKE PARAGIOU
ST. LOUIS, MO



VII
MELINDA-RAE LYSE
CALGARY, AB



VIII
KEVIN APPASAMY
HONOLULU, HI



IX
ASHLEY CLARKE
JACKSON, MS



X
ANDREW BISHOP
RENTON, WA



XI
ERIN ALLEN
AURORA, CO



XII
DIEGO ARANGO PUERTA
MIAMI LAKES, FL

AUGUST

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
II Walter Icaza	84.2%	\$634,362	\$344,392		78.9	Beto Quintero
Joshua Olin	56.7%	\$389,072	\$248,280		80.8	AO
Beau Locker	33.6%	\$362,883	\$271,632		75.5	Matt Henderson
III Joseph Gojcaj	173.3%	\$365,211	\$133,611		77.5	Hart-Dushaj
Matthew Conrad	94.5%	\$240,805	\$123,792		84.1	S-S-Parks-Salvaggi
David Carpenter	33.7%	\$283,211	\$211,858		74.0	Dustin Venekamp
IV Eric Thompson	92.4%	\$279,537	\$145,263		78.0	S-S-Parks-Salvaggi
V Derek Foore	151.2%	\$184,973	\$73,627		77.9	S-S-Parks-Salvaggi
Daryl Graham	105.3%	\$247,352	\$120,486		76.8	S-S-Parks-Salvaggi
Gary Slocum	32.4%	\$164,999	\$124,642		78.5	Desi Dimitrova
VI Mike Paragiou	163.6%	\$271,278	\$102,896		82.3	S-S-Parks-Salvaggi
Mark Lahijani	45.2%	\$123,529	\$85,076		79.4	Theodore Pappas
Lauren Coyne	23.6%	\$121,573	\$98,345		82.2	AO
VII Melinda-Rae Lyse	58.0%	\$102,552	\$64,891		76.1	AO
Alex Kae	52.1%	\$104,868	\$68,957		85.8	AO
Phi Phan	38.9%	\$140,251	\$100,968		80.1	Desi Dimitrova
VIII Kevin Appasamy	146.6%	\$128,187	\$51,973		85.2	AO
Clint Perry	36.2%	\$88,858	\$65,242		86.0	AO
IX Ashley Clarke	356.4%	\$195,660	\$42,873		74.9	Ernest Powell
Stuart Pagan	249.3%	\$142,772	\$40,873		74.8	Mathew Hart
Kelly Ekker	119.5%	\$95,817	\$43,655		78.1	Tiffany Roland
X Andrew Bishop	260.7%	\$135,410	\$37,542		81.6	AO
Harold Durana	102.1%	\$76,267	\$37,744		77.0	AO
Juan Olvera	80.2%	\$84,708	\$47,000		74.6	Stephen Jubrey
XI Erin Allen	2280.7%	\$66,485	\$2,793		74.2	Richard Correa
Mike Allen	497.7%	\$135,241	\$22,627	88		Travis Moody
Thomas Longino	418.7%	\$117,778	\$22,704		84.7	Don Foti
XII Diego Arango Puerta	397.1%	\$147,234	\$29,616	87		Gonzalez-H-W
Augusto Arango	258.9%	\$58,199	\$16,215		74.7	Hemerson Gonzalez
Brandon Minor	204.1%	\$53,375	\$17,553		80.9	AO

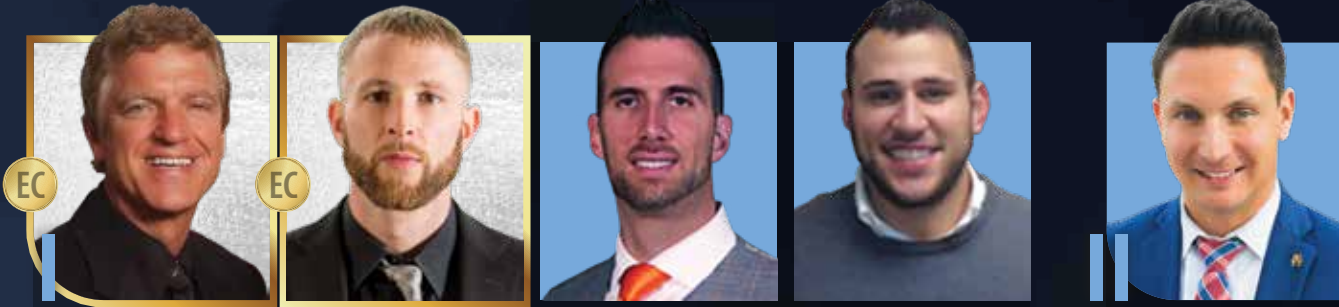
ALL TIME RECORD: \$1,143,711 Net ALP — MATTHEW PARKS

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Justin Adams	32.7%	\$3,064,325	\$2,309,261		80.8	Simon Arias
Reynolds Akuamo	31.2%	\$3,518,600	\$2,682,503		77.6	Theodore Pappas
Mark Neilson	20.9%	\$5,512,545	\$4,560,460		77.6	AO
II Walter Icaza	54.1%	\$3,472,856	\$2,253,587		78.9	Beto Quintero
Joshua Olin	38.2%	\$3,084,336	\$2,232,346		80.8	AO
Beau Locker	15.1%	\$2,551,326	\$2,216,823		75.5	Matt Henderson
III Joseph Gojcaj	170.3%	\$3,777,405	\$1,397,426		77.5	Hart-Dushaj
David Carpenter	69.4%	\$2,455,533	\$1,449,685		74.0	Dustin Venekamp
Zach Otto	21.5%	\$1,899,562	\$1,563,759		76.8	Sabrina Lloyd
IV Darcy Schrieber	24.6%	\$1,399,136	\$1,122,863		76.8	Zach Hart
Jenny Kim	11.8%	\$1,220,685	\$1,092,331		73.5	AO
V Mohamad Raychouni	88.2%	\$1,446,330	\$768,363		74.0	Hart-Dushaj
Jeffrey Espinal	64.9%	\$1,558,768	\$945,246		77.6	Theodore Pappas
Bobby Hamilton	51.3%	\$1,531,322	\$1,012,134		78.4	AO
VI Brody Maughan-Evanson	78.6%	\$1,517,733	\$849,662		74.0	Simon Arias
Mike Paragiou	65.3%	\$1,420,670	\$859,519		82.3	S-S-Parks-Salvaggi
Mark Lahijani	28.6%	\$1,003,987	\$780,577		79.4	Theodore Pappas
VII Alma Lozano	75.5%	\$1,061,559	\$604,842		75.2	Richard Correa
Phi Phan	32.0%	\$931,443	\$705,391		80.1	Desi Dimitrova
Joshua Jackson	26.3%	\$836,138	\$661,889		76.5	Brian Schreiber
VIII Clayton Slaughter	124.9%	\$1,225,621	\$545,041		77.8	Michael Vasu
Steven Dell	45.8%	\$842,773	\$577,907		77.4	Simon Arias
Clint Perry	42.2%	\$736,479	\$517,893		86.0	AO
IX Ashley Clarke	220.8%	\$1,414,367	\$440,845		74.9	Ernest Powell
Paul Smith	214.5%	\$1,455,584	\$462,882		74.3	Zach Hart
Stuart Pagan	128.0%	\$1,062,454	\$465,937		74.8	Mathew Hart
X Andrew Bishop	184.1%	\$860,094	\$302,761		81.6	AO
Harold Durana	87.6%	\$601,570	\$320,661		77.0	AO
Tina Nelson	43.4%	\$456,109	\$318,179		80.0	Mark Beckford
XI Mike Allen	179.4%	\$648,561	\$232,151	88		Travis Moody
Erin Allen	169.9%	\$702,517	\$260,295		74.2	Richard Correa
Daniel Umbertone	136.9%	\$572,740	\$241,748		77.2	AO
XII Diego Arango Puerta	294.6%	\$921,833	\$233,600	87		Gonzalez-H-W
Augusto Arango	241.1%	\$682,377	\$200,080		74.7	Hemerson Gonzalez
Paul Rumbuc	147.8%	\$434,214	\$175,200	90		Brett Gryska

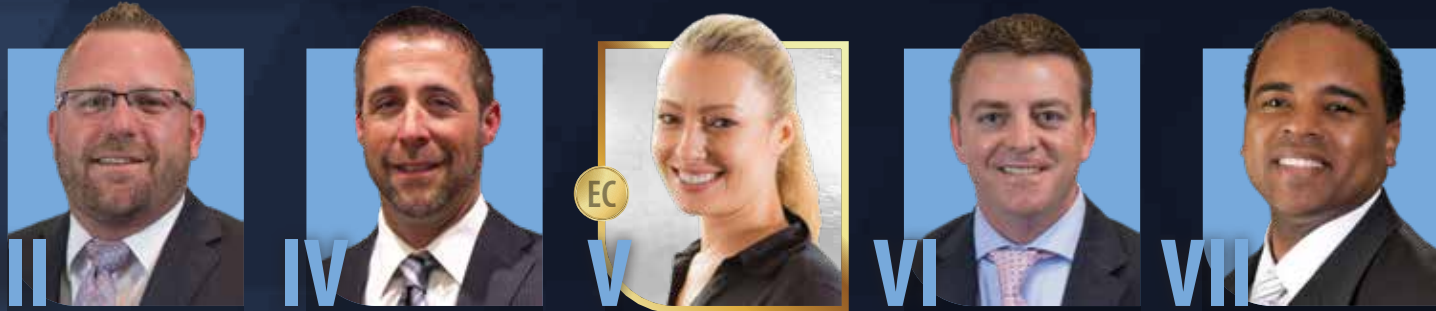
ALL TIME RECORD: \$9,042,633 Net ALP — MATTHEW PARKS

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S-S-PARKS-SALVAGGI

DUSTIN VENEKAMP



MATT HENDERSON

TOM WILLIAMS

DESI DIMITROVA

TRAVIS MOODY

ERNEST POWELL



TIFFANY ROLAND

HEMERSON GONZALEZ

BLAKE RALSTON

ANDRE MCCALLUM

JESUS ROMERO

EC = 2020 Executive Council Member

† Performance Factor = (% Net ALP Obj + % Recruit Obj) ÷ 2

Spotlight recognizes SGAs in Categories I-XI based on Performance Factor. The SGAs that will be recognized at the 2020 Awards Presentation are the top SGA per category from Categories I-XI based on Performance Factor (minimum 100%); the YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. Minimum quality standards apply for recognition

TOP PERFORMANCE FACTOR



JESUS ROMERO
Category XII
467.3 PF

GONZALEZ-H-W
Category XII
369.3 PF

TOMMY VENA
Category XII
184.4 PF

AUGUST

Category	PF†	Net ALP	Net ALP Obj	% Net Obj	Recruits	Rec Obj	% Rec Obj	NTG	RET	% Growth
I S-S-Parks-Salvaggi	134.5	\$1,999,512	\$1,257,300	159.0	51	44	110.0		80.6	16.0
AO	101.6	\$4,102,515	\$4,398,600	93.3	279	196	110.0		79.9	31.0
Simon Arias	96.4	\$1,366,352	\$1,544,100	88.5	98	94	104.3		78.6	44.0
S-S-Bendure-Hartwig	91.5	\$481,736	\$660,400	72.9	36	27	110.0		79.4	-34.0
II Dustin Venekamp	106.4	\$575,027	\$559,800	102.7	72	46	110.0		75.7	46.7
Brett Gryska	98.7	\$502,442	\$575,000	87.4	30	24	110.0		79.8	-3.8
Michael Vasu	92.6	\$369,721	\$491,700	75.2	50	40	110.0		75.2	11.8
Richard Correa	91.1	\$398,761	\$519,900	76.7	77	73	105.5		75.7	-8.9
III Matt Henderson	138.2	\$584,614	\$351,300	166.4	46	33	110.0		75.6	77.5
Beto Quintero	134.8	\$634,363	\$397,300	159.7	58	31	110.0		78.9	103.1
Mathew Hart	94.4	\$367,098	\$310,100	118.4	19	27	70.4		74.5	63.3
IV Tom Williams	143.7	\$357,450	\$181,100	197.4	9	10	90.0		73.2	227.4
Hart-Dushaj	95.0	\$445,955	\$557,500	80.0	29	25	110.0		79.5	38.7
Serur-Yagjian	90.4	\$191,307	\$270,000	70.9	25	19	110.0		76.6	-25.8
V Desi Dimitrova	105.8	\$178,084	\$159,600	111.6	14	14	100.0		79.1	58.2
Slav Bitman	104.7	\$150,875	\$151,800	99.4	21	13	110.0		78.1	48.3
Laura Fisher	102.8	\$180,512	\$188,800	95.6	23	14	110.0		82.1	26.2
VI Travis Moody	131.6	\$164,381	\$100,700	163.2	8	8	100.0		80.1	92.0
Nick Moore	126.1	\$209,474	\$147,400	142.1	13	10	110.0		76.5	91.6
Brian Schreiter	107.4	\$130,143	\$124,100	104.9	14	10	110.0	88		40.5
Souley Bah	99.4	\$101,671	\$114,600	88.7	11	10	110.0		76.2	21.6
VII Ernest Powell	151.1	\$212,681	\$110,600	192.3	16	10	110.0		77.0	102.7
Josh West	135.4	\$181,137	\$112,600	160.9	10	9	110.0		78.0	85.3
Kevin Holtz	109.6	\$117,031	\$107,100	109.3	16	11	110.0		75.0	32.3
A-O-Lorence	102.4	\$103,995	\$109,600	94.9	14	9	110.0		75.2	38.0
VIII Tiffany Roland	121.1	\$127,961	\$90,000	142.2	7	7	100.0		78.6	51.0
Chad Deley	104.0	\$99,385	\$101,400	98.0	23	12	110.0		73.8	-6.0
IX Hemerson Gonzalez	128.7	\$165,191	\$112,000	147.5	21	8	110.0		76.4	65.1
Denis-Michael Catalano	116.9	\$101,185	\$75,600	133.8	8	8	100.0	88		51.3
X Blake Ralston	117.3	\$80,783	\$64,800	124.7	13	9	110.0		73.0	71.1
Martin Forshee	91.2	\$42,470	\$58,600	72.5	9	8	110.0	88		-5.7
XI Andre McCallum	115.5	\$106,498	\$69,500	153.2	7	9	77.8		74.9	174.2
Cisco Perez	111.7	\$66,042	\$48,000	137.6	6	7	85.7		73.9	371.1
Jeremy Welch	97.1	\$32,896	\$34,900	94.3	7	7	100.0	83		-13.6
XII Jesus Romero	467.3	\$265,959	\$32,250	824.7	26	7	110.0	93		N/A
Gonzalez-H-W	369.3	\$202,729	\$32,250	628.6	20	7	110.0	89		N/A
Tommy Vena	184.4	\$98,800	\$32,250	306.4	5	8	62.5	87		N/A
Jeremy Rivers	116.2	\$39,467	\$32,250	122.4	3	2	110.0	97		N/A

YTD

Category	PF†	Net ALP	Net ALP Obj	% Net Obj	Recruits	Rec Obj	% Rec Obj	NTG	RET	% Growth
I AO	107.4	\$35,573,413	\$33,966,900	104.7	1168	980	110.0		79.9	17.1
Simon Arias	104.1	\$13,187,569	\$13,016,100	101.3	502	470	106.8		78.6	17.4
Giglione-Ackerman	103.3	\$5,017,578	\$5,158,700	97.3	257	235	109.4		76.5	15.1
Theodore Pappas	102.2	\$6,277,601	\$6,435,700	97.5	233	218	106.9		77.1	11.1
S-S-Parks-Salvaggi	91.7	\$11,032,974	\$13,029,600	84.7	217	220	98.6		80.6	-5.4
Zach Hart	90.4	\$4,075,925	\$4,948,900	82.4	179	182	98.4		76.2	-3.2
II Dustin Venekamp	112.6	\$5,231,340	\$4,470,600	117.0	249	230	108.3		75.7	30.2
Michael Vasu	101.5	\$4,095,030	\$4,305,300	95.1	203	188	108.0		75.2	2.4
Brett Gryska	99.7	\$4,246,113	\$4,746,100	89.5	141	120	110.0		79.8	0.3
Sabrina Lloyd	93.2	\$3,554,256	\$3,694,900	96.2	149	165	90.3		73.6	9.3
Richard Correa	90.7	\$3,878,009	\$4,307,100	90.0	320	350	91.4		75.7	4.1
III Beto Quintero	132.0	\$3,475,484	\$2,257,100	154.0	231	155	110.0		78.9	76.8
Matt Henderson	104.1	\$3,225,307	\$3,030,600	106.4	168	165	101.8		75.6	15.6
Mathew Hart	97.9	\$3,110,489	\$2,424,400	128.3	91	135	67.4		74.5	44.9
Bob Olson	97.5	\$2,435,302	\$2,589,100	94.1	197	195	101.0		74.3	8.3
IV Hart-Dushaj	140.2	\$4,273,794	\$2,506,700	170.5	128	98	110.0		79.5	77.1
Jamison Weatherspoon	104.5	\$2,582,575	\$2,395,400	107.8	177	175	101.1		75.1	27.5
Tom Williams	100.7	\$2,064,864	\$1,998,700	103.3	49	50	98.0		73.2	17.8
Cindy Furer	94.0	\$2,192,571	\$2,346,400	93.4	104	110	94.5		74.0	4.9
Serur-Yagjian	91.1	\$1,699,533	\$1,832,700	92.7	85	95	89.5		76.6	2.2
V Desi Dimitrova	109.8	\$1,354,037	\$1,159,200	116.8	72	70	102.9		79.1	33.8
Laura Fisher	104.6	\$1,455,939	\$1,369,400	106.3	72	70	102.9		82.1	21.5
Slav Bitman	104.2	\$1,168,793	\$1,186,800	98.5	75	65	110.0		78.1	16.9
VI Nick Moore	116.0	\$1,401,014	\$1,129,700	124.0	54	50	108.0		76.5	43.5
Travis Moody	98.8	\$945,728	\$994,300	95.1	41	40	102.5		80.1	9.8
Brian Schreiter	98.2	\$1,047,381	\$1,213,600	86.3	58	50	110.0	88		-0.9
VII Ernest Powell	155.4	\$1,602,144	\$797,800	200.8	100	50	110.0		77.0	124.6
Josh West	134.2	\$1,261,235	\$759,200	166.1	46	45	102.2		78.0	94.0
A-O-Lorence	101.8	\$899,651	\$960,800	93.6	72	45	110.0		75.2	8.5
Kevin Holtz	100.8	\$915,395	\$869,100	105.3	53	55	96.4		75.0	22.7
VIII Tiffany Roland	118.5	\$946,843	\$745,200	127.1	42	35	110.0		78.6	44.4
Chad Deley	115.4	\$932,163	\$771,900	120.8	67	60	110.0		73.8	34.5
IX Hemerson Gonzalez	142.3	\$909,905	\$521,150	174.6	45	40	110.0		76.4	112.0
John Young	109.0	\$597,583	\$553,300	108.0	64	50	110.0		76.1	25.8
Denis-Michael Catalano	99.7	\$680,013	\$760,500	89.4	48	40	110.0	88		4.7
Jay Washington	92.1	\$710,993	\$704,900	100.9	50	60	83.3		74.2	16.4
X Blake Ralston	122.0	\$670,057	\$458,100	146.3	44	45	97.8		73.0	67.6
XI Andre McCallum	165.2	\$736,451	\$332,500	221.5	49	45	108.9		74.9	374.3
Cisco Perez	90.0	\$473,059	\$414,000	114.3	23	35	65.7		73.9	41.2
XII Jesus Romero	2028.3	\$1,272,801	\$32,250	3946.7	87	26	110.0	93		N/A
Gonzalez-H-W	286.4	\$1,193,873	\$258,000	462.7	69	35	110.0	89		N/A
Tommy Vena	159.5	\$474,610	\$193,500	245.3	14	19	73.7		87	N/A
Mario Hajro	151.2	\$586,583	\$258,000	227.4	12	16	75.0		87	N/A
Jeremy Rivers	114.3	\$76,453	\$64,500	118.5	5	2	110.0	97		N/A

CATEGORY I



1
RONA PILEGGI SPANO
DARIEN, IL



2
TRAVIS DANIELS
TIONESTA, PA



1
ANNA GUIDO ROHRER
MONROE, OH



2
GEORGE FARENTHOLD
WASHINGTON, DC



1
SARAH THOMSON-DUFRECHOU
MEMPHIS, TN



2
AMANDA CROSS
LEXINGTON, KY

CATEGORY II

CATEGORY III

CATEGORY IV



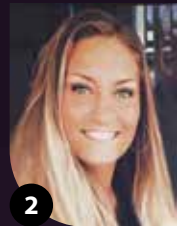
1
CINDY KUNCE
CANFIELD, OH



2
LOU NELL BUSBY
HENDERSON, TN



1
DIANNA LUEKE
BUFORD, GA



2
MORGAN BREIER
SWARTZ CREEK, MI



1
GEORGE MURRY
MONTGOMERY, AL



2
BRETT HULME
POOLER, GA

CATEGORY V

CATEGORY VI

CATEGORY VII



1
JESSICA CHRISTERSSON
CORAL SPRINGS, FL



2
MARIO SOLJAN
AUCKLAND, NZ



1
LINDSAY MCCLELLAND
GASTONIA, NC



2
KELLY PENICK
BURLESON, TX

CATEGORY VIII

FIRST SIGNED TG



JENNIFER ROSINE
NEOSHO, WI



THOMAS NEJMAN
TAMPA, FL

TOP MANAGERS

CATEGORY I



1
CHRISTA DAVIS
YORBA LINDA, CA

CATEGORY II



1
JOHN KELIHER
DACULA, GA

CATEGORY III



1
BILLY SAUERS
WELLINGTON, FL

INDIVIDUAL REPS: AUGUST

Category	Rank	Rep	Cards	Obj	% Obj
I	1	Rona Pileggi Spano	1,501	1,389	108.0%
	2	Travis Daniels	1,329	1,287	103.3%
	3	David Scalisi	1,343	1,641	81.8%
II	1	Anna Guido Rohrer	4,320	1,253	344.7%
	2	George Farenthold	1,998	1,215	164.4%
	3	Carmella Swanson	1,842	1,144	161.1%
III	1	Sarah Thomson-Dufrechou	1,273	885	143.9%
	2	Amanda Cross	1,313	924	142.1%
	3	Lori Vaughn	1,348	982	137.2%
IV	1	Cindy Kunce	1,295	733	176.6%
	2	Lou Nell Busby	1,176	745	158.0%
	3	Erica Dalager	1,231	882	139.7%
V	1	Dianna Lueke	2,003	710	282.0%
	2	Morgan Breier	1,545	670	230.7%
	3	Patrena Smith	738	677	109.0%
VI	1	George Murry	2,042	597	342.0%
	2	Brett Hulme	1,166	625	186.6%
	3	Hector Cortez	873	669	130.4%
VII	1	Jessica Christersson	1,082	530	204.3%
	2	Mario Soljan	821	562	146.1%
	3	Brenda Wadey	758	523	145.0%
VIII	1	Lindsay McClelland	1,085	458	236.7%
	2	Kelly Penick	866	462	187.4%
	3	Damond Green	548	458	119.6%
Rookie	1	Morgan Breier	1,545	670	230.7%
IceBreaker	1	Lindsay McClelland	1,085	458	236.7%

ALL TIME RECORD: 18,960 Cards

INDIVIDUAL REPS: YTD

Category	Rank	Rep	Cards	Obj	% Obj
I	*1	Malka Arony	27,691	21,912	126.4%
	2	Travis Daniels	10,842	10,294	105.3%
	3	Pam Monetti	11,376	10,956	103.8%
II	*1	Robin Denham	11,229	10,040	111.8%
	2	Kathy Pappas	9,296	8,470	109.7%
	3	Tim O'Connor	9,727	9,290	104.7%
III	*1	Sarah Thomson-Dufrechou	8,434	7,078	119.2%
	2	Al Wall	8,515	7,385	115.3%
	3	Timothy Leary	8,680	8,150	106.5%
IV	*1	Erica Dalager	11,480	7,052	162.8%
	2	Lisa Bennett	9,012	6,848	131.6%
	3	Larry Lozano	7,279	6,018	120.9%
V	*1	Patrena Smith	11,402	5,417	210.5%
	2	Morgan Breier	9,977	5,357	186.2%
	3	Randy Stockley	7,797	5,457	142.9%
VI	*1	George Murry	8,573	4,776	179.5%
	2	Brett Hulme	6,987	4,997	139.8%
	3	Jaymz Hall	6,170	5,130	120.3%
VII	*1	William Rol	9,927	4,103	242.0%
	2	Brenda Wadey	8,359	4,185	199.8%
	3	Criseida Hernandez	6,754	4,444	152.0%
VIII	*1	Kelly Penick	4,510	3,697	122.0%
	2	Chas Robinson	4,433	3,667	120.9%
	3	Joseph Tibayan	4,421	3,667	120.6%

ALL TIME RECORD: 61,879 Cards — DENISE BOWYER

MANAGERS: AUGUST

Category	Rank	Manager	Cards	Obj	% Obj
I	1	Christa Davis	5,734	5,826	98.4%
	2	JT Tasker	4,421	4,421	100.0%
II	1	John Keliher	7,424	4,421	167.9%
	2	Judy Spade	8,131	5,220	155.8%
III	1	Billy Sauers	4,979	3,224	154.4%
	2	Deborah Boles	2,643	2,196	120.3%

MANAGERS: YTD

Category	Rank	Manager	Cards	Obj	% Obj
I	*1	Christa Davis	59,177	46,606	127.0%
	2	JT Tasker	44,926	46,873	95.8%
II	*1	Beth Farm	41,276	40,044	103.1%
	2	Stephanie Baumann	33,642	33,484	100.5%
III	*1	Deborah Boles	20,753	17,571	118.1%
	2	Billy Sauers	27,643	25,793	107.2%

MOST ORIGINAL CARDS GENERATED: YTD



1
PATRENA SMITH
EAST HARTFORD, CT

1 PATRENA SMITH
6,838

2 TRAVIS DANIELS
5,358

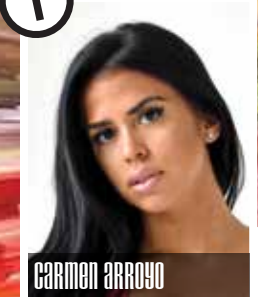
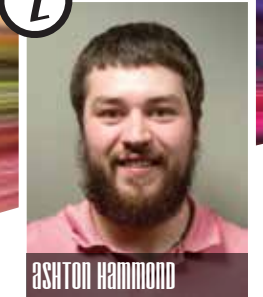



3 ERICA DALAGER
3,443

PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

Rep Categories I-VIII assigned using average of leads generated last 3 years. For Reps with less than 3 years of service, 425 cards per month was applied for months with no production unless the average of their actual production was higher. To be recognized at Convention, Rep must meet minimum 80% of Objective.

Manager Categories I-III assigned using average of lead production last 3 years for their respective territories. To be recognized at Convention, Manager must meet minimum 80% of Objective.

WORLD'S GREATEST BONUS





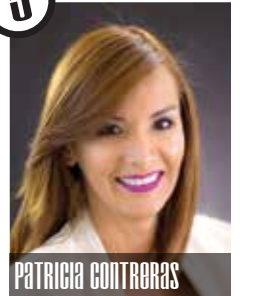
1	2	3	4	5
				
CARMEN ARROYO \$12,061 Theodore Pappas	ASHTON HAMMOND \$10,924 Matt Henderson	DUNI OLUSEGUN \$10,335 James Cunningham	JOSHUA DISHONG \$9,524 S-S-Bendure-Hartwig	OLEG NOVITICHII \$8,712 S-S-Parks-Salvaggi

AUGUST BONUS LEADERS | PAYOUT: \$2,230,172 | QUALIFIERS: 4,480

<ul style="list-style-type: none"> \$ 12,061 Carmen Arroyo 10,924 Ashton Hammond 10,335 Duni Olusegun 9,524 Joshua Dishong 8,712 Oleg Novitichii 8,695 Aref Sayegh 8,487 Lily Sakai 7,545 Arturo Romero 6,098 Kalen Dugan 6,021 Joshua Hosenbold 5,768 Michael van Delft 5,712 Daniel Paravisini 5,645 Roger Fredericks 5,437 Rachael Glamp 5,411 Brock Lampe 5,232 Matthew Zang 5,206 Alexandra Longo 4,879 Roger Fung 4,836 Muhammed Ashraf 4,695 Insaf Hmaid 4,677 Douglas Clarke 4,618 Ellen Tuttle 4,604 Phoebe He 4,429 Miguel Castillo 4,401 Evelyn Hoyos 4,381 Dejan Kukolj 4,302 Michael Lewo 4,270 Conner White 4,255 Suelly Bodart 4,251 Carly Ferraro 4,240 Ian Pickett 4,219 Max Quasem 4,033 Bruce Tan 4,025 Daniel Johnston 4,017 Dina Boghdady 3,941 Cassie Pence 3,936 Marie Michelle Tidor 3,849 Babajide Obashoto 3,829 Derrick Mason 3,680 Robert Jackson 3,646 Ashley Hutson 3,519 John M Ramsey 3,489 Adem Abdula 3,454 Christian Ramaj 3,449 Alipate Makau 3,425 Alex Miller 3,410 Caren Deanda 3,371 Tanner Arbutnot 3,365 Altina Arakelian 3,338 Bradley Christiansen 3,323 Adrian Horsham 3,308 Taulant Bane 	<ul style="list-style-type: none"> \$ 3,295 Tony Georges 3,290 Stuart Pagan 3,253 Kevin Gillum 3,250 Jesse Fullmer 3,228 Randa Mustafa 3,216 Yairy Magon 3,197 Mike Reed 3,188 Ryan Locke 3,127 Travis Carpenter 3,081 Herlin Celicourt 3,069 Sean Taylor 3,041 Katlynn Carver 3,021 Flerinda Valondo 3,002 Daniel Prinzo 2,997 Joel Trask 2,997 Nella Lejeune 2,928 Vanessa Rodriguez 2,922 Zachery Kertulis 2,912 Orett Nelson 2,908 Irma Gallardo 2,901 Jordan Witt 2,831 Abraham Guerrero 2,827 David Melendrez 2,771 Xander Davis 2,762 Jeannieliza Solis 2,759 Dejan Kukolj 2,758 Darion Fleming 2,742 Jimmy Quifille 2,741 Antrail Caston 2,737 Kenelma Pacheco-Rojas 2,734 Milisa McKinney 2,698 Nikolinka Kamburova 2,690 Benjamin Ainscough 2,656 DeAnthony Hartman 2,632 Blair Sheppard 2,618 Fritznel Octave 2,611 Alden Monger 2,607 Sean Grant 2,599 Gregory VanSuch 2,599 Todd Colson 2,591 Mike Paragiou 2,590 Lambert McElrath 2,576 Leanne Erney 2,575 Stephen Coons 2,557 Alex Piszczek 2,546 James Hodges 2,526 Morad Ahmed 2,511 Steven Counts 2,510 Destiny Culton 2,495 Damen Hartwick 2,474 Peer Shmelzer 	<ul style="list-style-type: none"> \$ 2,469 Christopher Applegate 2,432 Carlo Trinidad 2,395 Joshua Georgakopoulos 2,386 Yvette Nelson 2,384 Erna Gasanin 2,379 Alieber Garcia 2,375 Yolette Mompont 2,368 Razan Zarba 2,360 Joey Kennedy 2,359 Danielle Kwart 2,333 Snoor Qaradaghi 2,332 Felipe Machado-Santanna 2,326 Alexander Luque 2,313 Scott Whitford 2,291 Joseph Sarasin 2,281 Cassandra Pinto 2,278 Anthony Mazurkewicz 2,261 Mike Sukhbaatar 2,257 Brandon Eck 2,253 Matthew Conrad 2,251 Adrienne Bragas 2,243 Samuel Marzula 2,235 Bryant Bonzali 2,225 Christopher Bungay 2,222 Yamid Mendoza Sanchez 2,214 Vera Leus 2,204 Ludovic Tshimpanga Ndaye 2,201 Rebecca Amundson 2,188 Ragih Murshed 2,155 Giorgi Gogidze 2,145 Jean Etahe Limongo 2,145 Jeffrey Atkinson 2,144 James Gidley 2,140 Pablo Solis 2,139 Julia Loboda 2,138 Kathryn Gilluly 2,133 Diana Loza Sanchez 2,126 Antonio Reyes 2,121 Leonard Budiac 2,101 Sione Maumau 2,094 Michael Santosuosso 2,088 Eric Butt 2,087 Austin Macias 2,071 Anthony Solano 2,068 Dustin Edgell 2,064 Lamita Dahdah 2,060 Ryan Burns 2,059 Connor O'Donnell 2,054 Freddy Escalante 	<ul style="list-style-type: none"> \$ 2,050 Tuluenga Tomono 2,048 Peter Kwiatkowski 2,042 Kurt Evans 2,033 Nicole Barabas 2,030 Morvarid Tadayon 2,028 Shelby Elder 2,019 Ashkan Khoshmagham 2,010 Michael Ezeafulukwe 2,010 Ayana Hill 1,997 Ruben Soberanes 1,984 David Han 1,978 Vivian Trinh 1,974 Tjere Morrow 1,969 Igor Melcharek 1,954 Brittany Bradshaw 1,951 Daniel G Johnson 1,950 Ariel Owens 1,942 Denzil Latimore 1,935 Monique Miller 1,933 Alexis Schoonmaker 1,922 Ariel McAlister 1,918 Robert Tappy 1,912 Evelyn Howell 1,900 Matthew Lehman 1,896 Camilo Rodriguez 1,885 Michael Battaglio 1,883 Ryan Queyrouze 1,867 Marquise Kiffin 1,867 Mark Lomonaco 1,864 Linda Bryant 1,860 Constance Owusu 1,854 Daniela Quintero 1,853 Meardey Kim 1,850 Jessica Specht 1,847 Michael Castro 1,846 Katherine Kelley 1,842 Brent Bowling 1,831 Christina Pinnoch 1,829 Joachim Jean 1,820 Yuhung Yeh 1,800 Atticus Wilklow 1,796 James Brania 1,796 Samson Adelufosi 1,793 Amanda Gallaher 1,782 Ngan Pham 1,777 Isiah Brown 1,771 Gisselle Brunetti 1,769 Nasr Quadri 1,766 Paul Pestin 1,763 Devin Finley 1,757 Vincent Massari 1,752 James Marks 	<ul style="list-style-type: none"> \$ 1,751 Melinda Skinner 1,748 Ryan Vance 1,744 Michael Zabrycki 1,739 Cameron Ontko 1,734 Dylan Johnson 1,730 Colleen Kopycienski 1,728 Arif Hajro 1,723 Megan Wallace 1,720 Carlos Mainero 1,712 Candace Parker 1,710 Christopher Bentley 1,699 Clairet Pinto Welman 1,694 Fran Gjokaj 1,694 Sophia Armstrong 1,688 Raul Pinto 1,683 John Schaeffer 1,683 Luc Honorat 1,682 Breann Haley 1,676 Alan Sedaghat 1,676 Cory Cannataro 1,672 Jamesa Wright 1,671 Chatonda Davis 1,669 Christina Babcock 1,668 Andrew Wheaton 1,667 Rakhyia Smith 1,664 Justin Diaz 1,661 Aaron Ebel 1,656 Jessica Franklin 1,654 Pamela Faircloth 1,653 Trevor Bailey 1,653 Edward Atencio Reina 1,651 Tomarus Burks 1,645 Joseph Michelin 1,639 Nolan Threlkeld 1,636 Jacquelyn Andaluz 1,632 George Shafeik 1,630 Adam Wheeler 1,630 Richard Carter 1,630 Ashley Kopchak 1,629 Eric Vaughn 1,620 Phiroze Irani 1,619 Marvin Fernandez 1,618 Kasali Kotun 1,611 Sean Melaven 1,609 Leonardo Patek 1,606 Quashade Copney 1,605 Tiffney Harmouche 1,603 Lisa Richardson 1,602 Daisy Pyeatt 1,470 Jin Chen 1,465 Rachael Helpy 1,465 Amie Kallweit 1,453 Terrek Ray 	<ul style="list-style-type: none"> \$ 1,595 Louis Renton 1,595 Lloyd Patterson 1,593 Gillian Haynes 1,588 Cash Sampson 1,586 Kathryn McDermott 1,583 Austin A Smith 1,582 Hernan Rodriguez Becerra 1,580 Hany Mikhail 1,577 Jarsha Walker 1,575 Kelantez Mattison 1,573 Geoffrey Griffin 1,572 Marc Albo 1,571 Tania Pimentel 1,569 Guadalupe Ramirez 1,569 Denis Snyder 1,567 Sandra Dumas 1,565 Sandra Archer 1,560 Nicholas Davis 1,557 Lakeisha McCutcheon-Lambert 1,555 Victoria Halwix 1,545 Tyler Boulden 1,543 Dain Bowen 1,534 Richard Tabanji 1,532 Mary Franklin 1,531 Janel Wilder 1,527 Miranda Pettitt 1,527 Jenny Anderson 1,526 Jonathan Rindt 1,513 Bryan Stoddard 1,510 Reinaldo Martinez 1,505 Jose Rubio 1,498 Mallory Smith 1,494 Craig Strompf 1,493 Haley Hines 1,493 Anna Senra 1,492 Brooke Evetts 1,490 James DuBocq 1,489 Bryan Juskiw 1,486 Jamell Ramsay 1,485 Gary Wilson 1,482 Trace Cary 1,482 Serge Brouillette 1,478 Andrew Bishop 1,475 Mark Helton 1,474 Havis Alvarado 1,473 Danica Rivera 1,472 Daisy Pyeatt 1,470 Jin Chen 1,465 Rachael Helpy 1,465 Bobby Gujral 1,453 Levar Morgan
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<ul style="list-style-type: none"> \$ 1,453 Anna Cebrzynski 1,452 Allison Kusgen 1,449 Ladan Rahbary 1,444 Cartiza Rojas 1,440 Michael Stiemke 1,439 Joseph Tomanovich 1,438 Maria M Ramirez 1,437 Tricia Roccat 1,434 Leonardo Perez 1,427 Nicole Cenkn 1,420 Joseph Massucci 1,415 Alon Barnur 1,415 Matthew Cartwright 1,414 Sophia Cowie 1,410 Kristina Joachim 1,410 Stephanie Bojovic 1,408 Andrea D Owens 1,405 Jill Adessa 1,404 Hunter Houvener 1,400 Crystal Dugger 1,400 Tanika Thompson 1,399 Elijah Scott 1,394 Angel Ramirez 1,394 Marilin Peralta 1,392 Nikolla Lulgjuraj 1,390 Trinity Walker 1,390 Gregory S Miller 1,386 Jeffery May 1,386 Charles Powers 1,386 Sarah Linden 1,386 Jeffrey Shorter 1,383 Veronica Acurero 1,383 Betsy Adney 1,383 Quanesha Mack 1,377 Chayson Williams 1,376 Derek Koppari 1,373 Chuonna Anderson 1,372 Sarraine Henry 1,371 Carmelo Velazquez 1,370 Donovan Barrett 1,368 Mahdi Wade 	<ul style="list-style-type: none"> \$ 1,364 Paul Vassallo 1,363 Lidia Meglei 1,361 Christopher Carns 1,358 Tennon Mather 1,357 Edward DeFurio 1,354 Nauleni Tuioneta 1,353 Ala Awad 1,349 Averigh Speciale 1,349 Travis White 1,349 Erin Figone 1,343 Doron Freud 1,343 Erin Gonzalez 1,341 Taras Nechiporuk 1,341 Russell Siayngco 1,338 Kaya Riki 1,337 Peter Kaplanis 1,334 Alek Lichniak 1,329 Kimbria Bracey 1,328 Jasmine Parker 1,328 Eric Banks 1,325 Brenda Luna 1,320 Kevin Caceres 1,319 Lleison Martinez 1,316 Jihad Ottallah 1,315 Leanna Sinclair 1,311 Shandra Halford 1,308 Justin Walker 1,306 Gianni Arvanitis 1,306 Christopher Edinger 1,305 Shayla Harris 1,305 Michael Botond 1,303 Patrick Guthrie 1,297 Jacob Rosinsky 1,296 Danielle Richard 1,294 Koa Taylor 1,292 Catherine Scafe 1,289 Admire Hwata 1,286 Scott Florin 1,284 Shawntae Collins 1,284 Kelsey Brown 1,279 Sandra Ferreira 1,279 Jacob Krakora 	<ul style="list-style-type: none"> \$ 1,271 Maria Rowena Magquilit 1,271 Jose Cuellar 1,264 Desmond Martin 1,262 Jason Ward 1,260 Natalie Raygoza 1,259 Trinity Hobson 1,256 Lauren Barbour 1,253 Mike Allen 1,252 Endy Surlie 1,249 Cleopatra Sola 1,245 Rajai Whitfield 1,242 Kevin Heibult 1,242 Sonia Steele 1,239 Katarzyna Nowacki 1,239 Paula Quinn 1,235 Isaac Garcia 1,231 Joaquin Santos 1,229 Brittany Ketrner 1,227 Chantel Mellema 1,225 Alex Smith 1,222 Cesar Cozo 1,221 Juan Nunez 1,216 Bryon Eddinger 1,215 Matthew Dawson 1,214 Robertina Seide 1,213 Anton Tinaj 1,213 Michael Clesceri 1,211 Gregory Caldwell 1,209 Louisa Noggles 1,209 William Lanagan 1,207 Wayne Burt 1,206 Soala Wariboko 1,199 Sergio Hernandez 1,199 Liliana Buendia 1,199 James Juarez 1,197 Feagaj Singh 1,195 Derek Thompson 1,194 Michelle Maderer 1,190 Kathleen Mezik 1,189 Marvin Gonzalez 1,186 Katherine Dorrah 	<ul style="list-style-type: none"> \$ 1,186 Kathryn Grant 1,186 Zeinab Aoun 1,185 Charmaine Agoncillo 1,183 Ivan Zepeda 1,182 Noella Coleman 1,182 Shannon Stewart 1,181 Nadine Strasser 1,180 Christopher McGlynn 1,179 Delyssa Allen 1,178 Daniella Torres 1,175 Tiajai Whitfield 1,173 Hazem Aboueldahab 1,173 Nicolette Benecke 1,171 Aladdin Omar 1,171 Roxie Soto 1,170 Forouzan Alvari 1,170 Paul Torman 1,169 Ifeanyi Ufodun 1,164 Pranvera Kelmendi 1,161 Taylor Lehn 1,160 Daymon Green 1,158 Devonte Coles 1,155 John Curry 1,154 Desiree Ritchie 1,153 Ida Causevic 1,149 Maria Bonilla Borrego 1,145 Hope Guerzon 1,143 Dustin Dunbar 1,142 Renelle Miller 1,141 Olangel Lucena Mendoza 1,140 Malcolm King 1,137 Julie Arahamian 1,136 Michael Barlettano 1,136 Andre Taylor 1,134 Ryan Bevan 1,132 Murwatullah Amiry 1,132 Terrie Berry 1,131 Jessica Lindsey 1,130 Eli Lobo Gonzalez 1,129 Lorena Hernandez 1,127 Amy Shui 	<ul style="list-style-type: none"> \$ 1,125 Feza Al Choufi Cumarin 1,125 Steven Sparkes 1,124 Gavin Gavazzi 1,124 Steven Brickman 1,119 Rocky Allen 1,118 Joshua McTier 1,116 Leilani Limas 1,116 Colin Peddicord 1,111 Marlon Lyles 1,111 Keiko Vinatea 1,111 Anne List 1,110 Tecole Smith 1,110 Krystal McGlowin 1,109 Justin Kelly 1,108 Forouzan Alvari 1,107 Yumery Marmol 1,096 Christen Perry 1,095 Gabrielle Kolar 1,093 Jorge Toribio 1,093 Mathew Simonson 1,093 Jordon Graham 1,088 Quintin Wirginis 1,085 Troy Cason 1,084 Cheyenne Miller 1,084 Jessenia Yazbek 1,083 Jordan Viaje 1,082 Amanda Gaines 1,080 Philip Richard 1,080 Louis Chiappetta 1,078 Jadwiga Martins 1,075 Weslee Cajeras 1,074 Maria Diringir 1,073 Tyrese Holland 1,073 Eric Salado 1,072 Jonathan Ramirez 1,072 Candice Rezzo 1,071 Bryce Engstrom 1,071 Nelson Desmond 1,070 Constance Tuiteleleapaga 1,070 Carmela Pellen 	<ul style="list-style-type: none"> \$ 1,066 Marie Patton 1,064 Viktor Kalaj 1,061 Candace Dillon 1,059 Mitchell Mickovic 1,058 Maxwell Terrell 1,058 Juan Olvera 1,055 Rebecca O'Neal 1,054 Patricia Wright 1,053 Kara Lee 1,052 Matthew Stewart 1,051 Maria Jaramillo Arrechea 1,050 Kaitlin Espeleta 1,049 Steven Roberts 1,044 Andrew Leah 1,033 Jesse Spencer 1,031 Rosario Pacheco Perez 1,031 Anastasia Druga 1,029 Thomas Romeo 1,026 William Myers 1,025 Bryce Farmer 1,025 James Romero 1,024 Ryan Clawson 1,024 Sungmin Hwang 1,022 Joshua Israel 1,022 Armando Rivera 1,020 Julie Childs 1,019 John Carter 1,017 Kristopher Bour 1,017 Robert Boyd 1,016 Alioune Sy 1,014 Aaron Patt 1,011 Anne Marie Giron 1,011 Shatavia Fulton 1,010 Dylan Francis 1,009 Katalina Halaunga 1,006 Eileen Vasquez 1,001 Sean Owsley 1,000 Jose Duarte Torres
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LEADERSHIP BONUS

1	2	3	4	5
				
BEAU LOCKER \$44,133 Matt Henderson	JOSEPH TOMANOVICH \$28,590 AO	PAUL SMITH \$27,519 Zach Hart	JOSEPH GOJCAJ \$23,618 Hart-Dushaj	PATRICIA CONTRERAS \$21,482 Beto Quintero

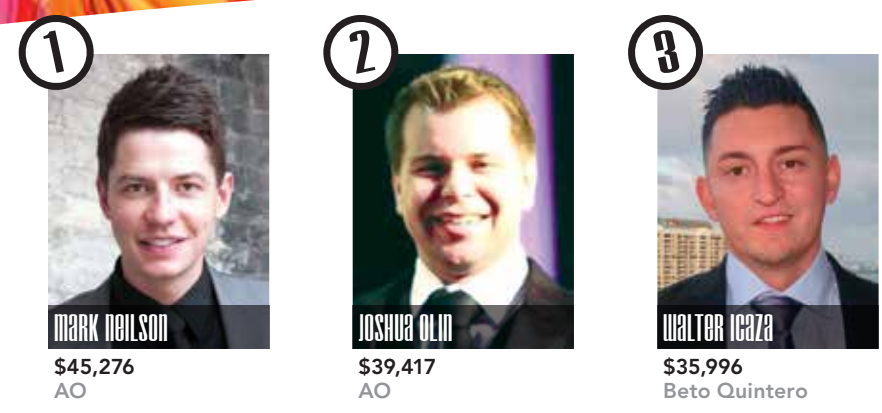
AUGUST BONUS LEADERS | PAYOUT: \$1,731,667 | QUALIFIERS: 852

<ul style="list-style-type: none"> \$ 44,133 Beau Locker 28,590 Joseph Tomanovich 27,519 Paul Smith 23,618 Joseph Gojcaj 21,482 Patricia Contreras 20,957 Joe Lewo 19,357 Darrell Asbell 18,896 Eric Thompson 	<ul style="list-style-type: none"> \$ 17,148 Mike Paragiou 16,409 Sergio Carta 16,375 Joshua Olin 16,259 Jenny Kim 15,682 Edward Leon 15,444 Tahis Quintero Bonilla 15,123 Joseph Rotolo 15,120 Levar Morgan 	<ul style="list-style-type: none"> \$ 14,501 Matthew Conrad 13,614 Brent Bowling 13,069 Ryan Stenglein 13,025 Dustin Dunbar 12,849 Ashley Clarke 12,674 Tristan Dlabik 12,658 Joseph Rotolo 12,302 Jeffrey Espinal 	<ul style="list-style-type: none"> \$ 10,800 Walter Icaza 9,414 Phillip Waisman 9,403 Mark Neilson 9,316 Jean M Joseph 9,303 Iris Saavedra 9,198 Angel Contreras 9,161 Klyo Vidal 8,809 Sokol Fazliu 	<ul style="list-style-type: none"> \$ 8,706 Michael Mandella 8,588 Derek Foore 8,539 Phi Phan 8,356 Nick Scordos 8,293 Kimberly Hamilton 8,089 Clint Perry 7,972 Jacob Brown 7,958 Brian Jerome 	<ul style="list-style-type: none"> \$ 7,927 Mohamad Raychouni 7,733 Martin Salavec 7,534 Samy Jacques 7,417 Kevin Appasamy 7,412 Jonathan Da-al 7,365 Stephen Jeung 7,274 Christian Gojcaj 7,204 Ryan Fickert
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LEADERSHIP BONUS - CONTINUED

\$ 7,190	David Carpenter	\$ 4,023	Daniel Perkins	\$ 2,501	Luc Do	\$ 1,818	Rex Munsey	\$ 1,193	Morgan Lobello	\$ 758	Tyler Worstell
7,100	Mark Lahijani	3,980	Timothy Bugge	2,482	Travis Kovach	1,800	Jagdish Sukhu	1,177	Charles Ferrari	756	Robin Gonzalez
7,023	Matthew Turnquist	3,925	Corey Helly	2,475	Averigh Speciale	1,790	Lisa Lawrence	1,166	Lee Jeffers	755	Dianka Blash
7,010	Harold Durana	3,906	Ian Rouleau	2,467	Alma Lozano	1,784	Hunter Welty	1,159	Jeffrey Witherall	753	Samisoni Koloa
6,957	Michael McKiernan	3,865	Bryan Juskiw	2,464	Behrad Baghbanian	1,781	Orli Ekstein	1,159	Britton Costa	736	Allison Kusgen
6,930	Reynolds Akuamo	3,858	Michael van Delft	2,461	Lorena Herndon	1,770	Doron Freud	1,157	Taleb Jammoul Hajali	731	Jennylyn Militante-Radnoty
6,818	Christopher Buttacavoli	3,848	Meaghan Krecsko	2,453	Jennifer Ragan	1,763	Yussuf El-Zein	1,155	Aaron Ebel	731	Magda Figueiredo
6,704	Zach Otto	3,825	Chris La Fond	2,437	Jonathan Maust	1,747	Joseph Kanaan	1,131	Jonathan Jones	729	Melinda Skinner
6,703	Brandon Minor	3,777	Anacleto Arevalo	2,435	Ariana Jones	1,724	Danielle Morales	1,117	William Thomas	724	Tanner Duy
6,687	Thomas Longino	3,731	Pablo Solis	2,426	Thomas King	1,693	Michael Sherwood	1,114	Ryan Tucker	724	Darrin Roberts
6,597	Adrienne Bragas	3,706	Jeffrey Hall	2,418	Mike Allen	1,689	Michael Nichols	1,111	Stephanie Dunbar	720	Seth Frisby-Jack
6,530	Jesse Doherty	3,697	Manique Sala	2,416	Justin Hermann	1,683	Gregory Rudolph	1,110	Victoria Varney	718	Christina Ross
6,416	Tiffany Babin-Washington	3,691	Steven King	2,405	Rebecca Mehlinger	1,660	Alexandra Berberich	1,110	Jessica Santamarina	718	Muhammed Ashraf
6,313	Dwayne Gomez	3,672	Nakita Fortin	2,389	Patrick Donovan	1,643	James Sodan	1,098	Victoria Lindner	709	Stephanie Harris
6,310	Astrid Castrillon	3,646	Brody Maughan-Evanson	2,384	Hector Giron-Soto	1,642	Devon Chapman	1,085	Mark Auvil	708	Juan Diaz
6,238	Bobby Hamilton	3,635	Sean Shephard	2,378	Conor Markins	1,637	Storm Hutschal	1,082	Arcelia Zamumbo	707	Nabil Atallah
6,191	Andrew Bishop	3,633	Stella Roznovan	2,377	Mark Aldamuy	1,634	Chase Miller	1,080	Sousan Samadzade	699	Jillian Getz
6,123	Michael Romero	3,602	Steven Warner	2,372	Lalitha Janardhanan	1,630	Mayra Robles	1,060	Tony Geer	685	Stephanie Dobrzynski
6,119	Kelly Ekker	3,569	Tyler Boulden	2,361	David Wang	1,621	Jorge Toribio	1,057	Brock Lampe	669	Jordan Russell
6,110	Shawn Lewicki	3,542	Ross Ewen	2,346	Holly Bonhorst	1,611	Trace Johnson	1,054	Jared Guglielmino	668	Elazar Roco
6,059	Nicki Griffiths	3,539	Kyle Jones	2,322	Matthew Hudlin	1,605	Paul Rumbuc	1,047	Daniel Zotter	667	Bradley Fordyce
6,030	Michael Burningham	3,515	Omar Billy	2,314	Jordan Chalom	1,599	Myaa Fallon	1,046	Gregory Caldwell	665	Benzacq Cooper
5,740	Ryan Torres-Torioka	3,515	Omar Billy	2,313	Christopher Botelho	1,586	Kempton Perry	1,036	Jonathan Pizzuto	663	Ronald Rivera
5,680	Daniel G Johnson	3,433	David Duddy	2,312	Deborah Noga	1,586	Scott Saxton	1,021	Joseph McCallister	660	Tyler Dahlin
5,667	Timothy Welsh	3,421	Carey Hartman	2,277	Willie Cummings	1,581	Paul Vassallo	1,000	William Davies	660	Alexis Webb
5,661	Brandon Dusevic	3,417	James Fangmann	2,274	Alberto Alcala	1,576	Michael Russo	985	Justin Adams	659	Patrick Knouse
5,614	Luay Ghawi	3,415	Moriah Chandler	2,273	Sylvain Kalombo	1,571	Megan Richardson	983	Mavrick Fredericks	644	Aaron Parks
5,603	Doreen Ryan-Foti	3,411	Peter Gabranski	2,273	Nicole Sanders	1,551	Justin Lowe	982	Paul Kelly	636	Keith James
5,598	Keeland Bryant	3,379	Edward DeFurio	2,239	Christopher Bungay	1,547	Demitrius Lucas	979	Kade Beck	631	Rachel Brown
5,598	Dan Ikei	3,369	Sara Vaz	2,239	Jeff Wentworth	1,545	Andrew Hynan	971	Alec Seibold	629	Deion Alocozy
5,543	Matthew Dawson	3,351	Elias Boles	2,232	Braxton Amy	1,529	Jesus Parra	962	Ebony Romain	623	Aaron Chen
5,500	Jessie Holland	3,347	Travis Vaughn	2,226	Joshua Williams	1,522	Antonio Reyes	948	Christopher Ross	617	Yeraldi Vila Gonzalez
5,434	Sabrina Kryshundayal	3,341	Alan Sedaghat	2,224	Joshua Williams	1,515	Samuel Artzis	938	Scott Wheeler	609	Tiffany Beadnell
5,433	Christopher Hintz	3,334	Romal Omid	2,217	Brenda Fox	1,495	Christopher Bentley	932	Suzanne Moroney	604	Iv Menache
5,424	Jean Romero Capote	3,284	Jessica Chang	2,213	Solgeis Cardozo Mijares	1,487	Riley Peters	917	Francesca Veltri	598	Marie Laine
5,381	Ryan Wilson	3,230	LaDelus Brown	2,203	Everett Farr	1,483	Vincent Massari	917	Francesca Veltri	598	Andrea D Owens
5,366	Steven Dell	3,218	Matthew Diulus	2,175	Brandon Summerton	1,475	Thomas Huynh	905	David Hausman	597	Eno Iftiu
5,344	Darez Meriwether	3,200	Alon Barnur	2,126	Joshua Egyud	1,462	Theodore Ryan	893	Michael Ezeafulukwe	595	Sean Brannan
5,316	John Vacca	3,171	Adam Kidikas	2,111	Jesse Fullmer	1,461	John Lamere	883	Dustin Holtz	592	Nelly Cuba De Tabares
5,268	Michael Giachetti	3,159	Jeremy Rigney	2,103	Jeremy Hollister	1,456	Joshua Goodman	882	Alexander Johnston	589	Alex Grushko
5,242	Matthew Cartwright	3,147	John Santosuosso	2,102	Andrew Haskins	1,448	Bethany Evans	877	William Parmeter	587	Tanner West
5,154	Hunter Houvener	3,139	Augusto Arango	2,088	Alexis Pineiro	1,446	Eric Robertson	877	Alex Paguio	585	Xander Davis
5,081	Daniel Prinzo	3,126	Ed-Maggie Myrthil	2,044	Jenna Grula	1,436	Michael Clemente	876	Steven Barton	583	Caren Deanda
5,026	Doris Martinez Garcia	3,125	Jeffery Jantzen	2,040	Marisa Willgruber	1,427	Nina Blackmon	874	Michael Cirelli	572	Beau Minnick
5,020	Jason Bratin	3,083	Blake Higuchi	2,034	Daniel Pacheco	1,425	Samuel Boyle	872	Anthony Marsella	570	Andy Batten
4,968	Alex Kae	3,076	Alipate Makaui	2,029	William Dugan	1,422	James Sherwood	861	Matthew Melhorn	570	Evan Donoghue
4,819	Brandon Neal	3,074	George O'Shea	2,010	Daniel Foore	1,416	Chilynn Acevedo	858	Maria M Ramirez	569	Jennifer Lucero
4,757	Christie Jauch	3,032	Jeffery Thiel	2,001	Tina Nelson	1,414	George Shafiek	851	Bradley Christiansen	568	Jillian Heaney
4,756	Begona Patino-Lopez	3,031	Aaron Friedlander	2,000	Denis Snyder	1,412	James Cassie	848	Enid Franco	557	Alexus Hawkins
4,728	Joshua Jackson	2,969	Justin Sutton	1,996	Anita Ferris	1,405	Jovanie Scarlett	838	Isaac Foster	552	Aaron Patt
4,721	Valentino Kalaj	2,941	Michelle Gould	1,981	Kendall Wilson	1,388	Kevin Dimery	837	Eugene Garcia	550	James Harding
4,640	Melinda-Rae Lyse	2,936	Tomarus Burks	1,977	Selma Ogresovic	1,386	Drake Smith	836	Lindsay Staffieri	546	Anne List
4,639	Brandon Hughes	2,929	Ryan Witham	1,959	Michael Battaglio	1,374	Anthony Greco	833	Morgan Evans	545	Jeffrey Tillman
4,631	Giovanni Diduro	2,904	Elijah Brown	1,953	Daryl Graham	1,352	Jose Viramontes	832	Jordan Hallman	542	Mohamed Shogar
4,628	Slavita Hut	2,896	Bruce Viaje	1,952	Claude Hamilton	1,347	John Torres	828	Darcy Schrieber	541	Drew Herstine
4,621	Altina Arakelian	2,881	London Burnett	1,948	Regina Koonce	1,347	John Torres	827	Shahab Mahdavinejad	536	Jonathan Phillips
4,598	Adrain Alfred	2,866	Heriberto Chavez	1,947	Justin Irwin	1,347	John Torres	827	Evan Lawrence	535	Timothy Wilson
4,588	Rita Rider	2,846	Robert Jackson	1,937	Nathan Stuck	1,312	Daniel Ramirez	827	Shahab Mahdavinejad	534	Aaron Parsons
4,586	Mauro Capozucca	2,798	Richard Rozolsky	1,928	Rachel Eifenbein	1,304	Taylor Kay	827	Evan Lawrence	533	Blake Tomblin
4,554	Brandon Eck	2,777	Aaron Piotrowski	1,926	Danny Juskiw	1,286	Danny Juskiw	803	Maria Montoya	530	Joshua McTier
4,505	Laura Graham	2,719	Jacob Russell	1,925	Derrick Davenport	1,285	Justin Rydzziel	799	Johnny Fuller	528	Abel Gamo
4,474	Clayton Slaughter	2,700	Chris McFoy	1,919	Maurice Coleman	1,268	Massoud Vaziri	797	Miguel Castillo	525	Keiko Vinatea
4,415	Darius Rowan	2,698	Alfredo Garcia	1,919	John Curry	1,267	DeShawn Moore	796	Michael Wright	517	Jonathan Giaco
4,406	Johnny Ly	2,684	Loraine Harris	1,890	Rafael Medina	1,266	Stephen Coons	791	Christopher Rolph	511	Jeffrey von Kienast
4,403	Daniel Umbertone	2,666	Ashley Hutson	1,889	Duni Olusegun	1,264	Genna DeMetsenaere	790	Eric Snyder	507	Brandon Atchley
4,369	Cara DeFiore	2,640	Juan Olvera	1,889	Jesse Rennich	1,263	Iffrah Tahir	787	Justin Diaz	507	Matthew Castelli
4,329	Santiago Calle Ramirez	2,632	Lauren Coyne	1,873	Sean Velasquez	1,247	Zachary Zanotta	787	Mark Diskin	505	Crystal Vairetta
4,323	Veronica Coval	2,603	Travis Picklesimer	1,860	Taurean Flournoy	1,236	Francis Ingulli	784	Kelly Young	503	D503
4,297	Jacqueline Kabluyen	2,577	Ernesto Delgadillo	1,859	Jessy Girard	1,231	James Keefer	782	Max Akers	504	D504
4,240	Michael Raven	2,562	Daniel Walton	1,858	Raul Rojas	1,230	Matthew A Wilson	781	Jadwiga Martins	505	D505
4,215	Mark Bernsdorff	2,559	Ransay Vazquez	1,849	Adem Abdula	1,225	Marsei Hogan	767	Roxie Soto	506	D506
4,179	Michael Gerstein	2,554	Erika Walker	1,846	Jon Morrow	1,210	Carlos Iraheta	761	Roy Stephens	507	D507
4,120	Peter Kwiatkowski	2,532	IP Harris	1,844	Elyse Bryan	1,203	David Stuart	760	Craig Strompf	508	D508
4,106	Erin Allen	2,523	Gjon Ljuljduraj	1,841	Donald DeVoise	1,202	Jessica Davis				
4,054	Stuart Pagan	2,518	Alexis Gomez	1,833	Christopher McGlynn	1,194	Jake Gelb				
		2,517	Gabriela Sime	1,824	Michael Trinh						

RGA LEADERSHIP BONUS



MARK NEILSON
\$45,276
AO

JOSHUA OLIN
\$39,417
AO

WALTER ICAZA
\$35,996
Beto Quintero

AUGUST BONUS LEADERS | PAYOUT: \$805,445 | QUALIFIERS: 161

\$ 45,276	Mark Neilson	\$ 8,886	Christopher Hintz	\$ 5,927	Scott Wheeler	\$ 3,533	Michael Gerstein	\$ 1,798	Juan Olvera	\$ 1,074	James Sodan
39,417	Joshua Olin	8,850	Lauren Coyne	5,800	Paul Kelly	3,436	Ronald Rivera	1,783	Aaron Piotrowski	1,069	Levar Morgan
35,996	Walter Icaza	8,673	Ryan McIntosh	5,511	Romal Omid	3,403	Luay Ghawi	1,733	Eno Iftiu	1,022	Ryan Ohm
28,428	Joseph Gojcaj	8,632	Britton Costa	5,485	Patrick Knouse	3,327	Sylvain Kalombo	1,636	Daniel Umbertone	939	Mike Paragiou
25,884	Ryan Gojcaj	8,567	Bobby Hamilton	5,321	Paul Smith	3,273	Zach Otto	1,603	Jordan Chalom	865	Amanda Peterson
22,528	Reynolds Akuamo	8,388	Matthew Turnquist	5,166	Dan Ikei	3,212	Adam Kidikas	1,588	Jeffrey A Smith	825	Johnny Ly
21,256	Mohamad Raychouni	8,373	Thomas Longino	5,100	Kelly Ekker	3,079	Travis Vaughn	1,573	Claude Hamilton	821	Jesse Doherty
18,664	Andy Batten	8,278	Juan Diaz	5,038	Ashley Clarke	2,851	Dustin Dunbar	1,554	Alex Kae	815	Justin Hermann
16,295	Bobby Gujral	8,246	Elias Boles	4,989	Brent Bowling	2,800	Mark Lahijani	1,552	Magda Figueiredo	788	Jonathan Jones
15,327	Justin Adams	8,138	Ryan Hall	4,975	Antonio Reyes	2,732	Bruce Viaje	1,523	Megan Richardson	704	Jose Viramontes
15,175	David Carpenter	7,959	Gary Slocum	4,871	Yussuf El-Zein	2,673	Jeffrey von Kienast	1,478	IP Harris	684	Clayton Slaughter
14,288	Matthew Diulus	7,761	Jinelly Urena	4,858	Randall Cook	2,579	Alma Lozano	1,410	Mavrick Fredericks	684	Sean Hansen
12,489	Beau Locker	7,251	Morgan Lobello	4,810	Bobby Park	2,447	Jonathan Phillips	1,393	Michael Burningham	667	Sara Vaz
12,069	Michael Russin	7,029	Brandon Summerton	4,683	Amr Shater	2,342	Tony Geer	1,343	Samantha Ralston	580	Charles Ferrari
11,444	Darcy Schrieber	7,027	Andrew Bishop	4,592	Nicole Sanders	2,278	Shalom Chaimov	1,284	Tina Nelson	573	Steven Dell
10,108	Corey Helly	6,960	Brandon Baker	4,482	Ryan Stenglein	2,266	Steven Barton	1,248	Erin Allen	538	Arif Hajro
9,406	Augusto Arango	6,708	Jeffrey Hall	4,204	David Rigney	2,093	Joshua Jackson	1,214	Tommy Conard	536	Meaghan Krecsko
9,374	Blake Higuchi	6,652	Kimberly Hamilton	4,175	Kingsley Ibeh	2,089	Michael Russo	1,187	Duni Olusegun	501	Hector Mendez
9,199	Daryl Graham	6,532	Anita Ferris	3,997	Ashley Wenning	2,049	Donald DeVoise	1,174	Eugene Garcia		
9,036	Chris La Fond	6,167	Sean Velasquez	3,972	Melinda-Rae Lyse	2,046	Elyse Bryan	1,114	Taurean Flournoy		
8,917	Doreen Ryan-Foti	6,096	Diego Arango Puerta	3,932	Peter Kwiatkowski	2,003	Jessica Santamarina	1,112	Michael Clemente		
		5,993	Stuart Pagan	3,794	Gregory Rudolph	1,953	Hunter Houvener	1,092	Marisa Willgruber		
		5,937	Joseph Tomanovich	3,620	Robert Janev	1,900	Clint Perry	1,089	Harold Durana		

SA/GA DIRECT CODE FIELD TRAINING BONUS






1  MORIAH CHANDLER \$17,599 Matt Henderson	2  LUC DO \$6,751 AO	3  ALEXANDER VALENCIA \$6,721 Tom Williams	4  JONATHAN RAMIREZ \$6,616 Beto Quintero	5  ERIC BANKS \$6,520 Don Foti
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|--|---|---|---|--|--|
| <ul style="list-style-type: none"> \$ 695 Nick Atallah \$ 691 Khawlah Raziq \$ 690 Monica Montgomery \$ 687 Jacquelyn Andaluz \$ 687 Andrew Vickery \$ 682 Narayana Pena Gutierrez \$ 677 Carrington Kirkpatrick \$ 676 Nicole Preston \$ 675 Isaac Fuentes \$ 667 Sean Blaney \$ 663 Christopher Fortenberry \$ 662 Javier Diaz | <ul style="list-style-type: none"> \$ 649 Havis Alvarado \$ 645 Tichina Haughton \$ 644 Jonathan Rindt \$ 642 Gjon Ljuljduraj \$ 638 Erika Walker \$ 637 Keith Gindlesperger \$ 636 Tyler Cox \$ 635 Sarah Collen \$ 635 Miguel Hernandez \$ 633 Abeni Reynolds \$ 632 Eddie Gonzales \$ 631 Selina Maldonado \$ 629 Imani Banks \$ 628 Rocky Allen | <ul style="list-style-type: none"> \$ 628 Deon Taisacan \$ 627 Katie Mitchell \$ 626 Jennifer Orellana De Gonzalez \$ 626 Samuel Miller \$ 624 Guadalupe Ramirez \$ 623 Briana Porter \$ 622 Lucy O'Neil \$ 594 Yevgeniy Rozentsveyg \$ 592 Laila Abadi \$ 586 Charles Coleman \$ 586 Aaron Chen \$ 585 Lauren Gearhart | <ul style="list-style-type: none"> \$ 581 Akram Mirahmadi Shalamzari \$ 579 Oyindamola Falegan \$ 578 Thor Leighton \$ 578 David Stuart \$ 574 Mark Helton \$ 572 Madeleine Rosebrook \$ 571 Thomas Paone \$ 568 Kevin Lauterbach \$ 567 Joshua Reyes \$ 566 Patrick Keohane \$ 566 Bethany Blackston \$ 564 Frederick Holguin \$ 563 Selma Ogresvic | <ul style="list-style-type: none"> \$ 559 Alex Piszczek \$ 557 Roberto Samano Diaz \$ 555 Jenna Grula \$ 550 Dana Kiernan \$ 548 Jenny Anderson \$ 548 Cassandra Bryce \$ 545 Nicole LePage \$ 545 Nicko Bettis \$ 545 Jacob Gonzalez \$ 545 Asad Ahmed \$ 534 Stephanie Powell \$ 530 Hannah Bailey \$ 528 Matthew Russell \$ 522 Ian Rouleau | <ul style="list-style-type: none"> \$ 522 Meagan Payne \$ 521 Caren Deanda \$ 520 E Jamal Cooley \$ 518 Mark Bradshaw \$ 518 Keith Ryan MacDonald \$ 514 Adam Calnan \$ 513 Alejandro Barraza \$ 503 Atticus Wilklow \$ 503 April Baxter \$ 503 Danielle Velasquez \$ 500 Jack Emmert |
|--|---|---|---|--|--|

REINSTATEMENT BONUS

AUGUST BONUS LEADERS | PAYOUT: \$694,619 | QUALIFIERS: 820

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|--|--|---|--|---|---|
| <ul style="list-style-type: none"> \$ 17,599 Moriah Chandler \$ 6,751 Luc Do \$ 6,721 Alexander Valencia \$ 6,616 Jonathan Ramirez \$ 6,520 Eric Banks \$ 6,518 Benjamin Kesterson \$ 6,498 Bradley Christiansen \$ 6,294 Averigh Speciale \$ 6,253 Dimuthu Kelegama \$ 6,216 Taleb Jammoul Hajali \$ 5,448 Brandon Dusevic \$ 5,436 Ryan Crawford \$ 5,255 Brandon Biskie \$ 5,241 Cesar Cozo \$ 5,042 William Benline \$ 4,870 Alessandro Succurro \$ 4,848 Joseph Wilson \$ 4,671 Jeanine Reighn \$ 4,595 Gianni Toma \$ 4,522 Doris Martinez Garcia \$ 4,491 Thomas Huynh \$ 4,476 Marissa Tam \$ 4,351 Benzack Cooper \$ 4,205 Mohamed Shogar \$ 4,182 Donte Grant \$ 4,131 Crystal Vairetta \$ 4,111 Anton Ljuljduraj \$ 4,068 Bedros Naama \$ 3,980 Mark Banks \$ 3,945 Jorge Caridad \$ 3,918 Marc Albo \$ 3,686 Valentino Kalaj \$ 3,667 Sandra Winstead \$ 3,618 Noah Schultz \$ 3,596 Eric Butt \$ 3,576 Arturo Romero \$ 3,510 Kingsley Hansen \$ 3,477 Rana Shirer \$ 3,474 Solgeis Cardozo Mijares \$ 3,323 Andre Bzhetaj \$ 3,277 Darren Lawhon \$ 3,255 Cesar Perez Ramirez \$ 3,146 Grant Gustic \$ 3,145 Markia Johnson \$ 3,144 Zachary Poker \$ 3,097 Adianez Rodriguez \$ 3,083 Gary Wilson \$ 3,046 Joseph Ciliberti \$ 3,013 Alexandra Longo | <ul style="list-style-type: none"> \$ 3,010 Jozef Tinaj \$ 3,001 Jimmy Quifille \$ 2,970 Daniela Gayol \$ 2,966 Deion Alocozy \$ 2,950 Iv Menache \$ 2,892 Allison Kusgen \$ 2,871 Candace Williams \$ 2,850 Brandon Eck \$ 2,831 Rebecca Amundson \$ 2,802 Susana Al Choufi Naim \$ 2,765 Pedro Davila Neto \$ 2,717 Yoxy Linares Maldonado \$ 2,693 Richard Tabanji \$ 2,657 Jantale Jones \$ 2,645 Damaris Trejo \$ 2,624 Katy Rivera \$ 2,566 Ryan Hritz \$ 2,535 Brandon Atchley \$ 2,492 Rovena Lulgjuraj \$ 2,474 Victor Romero \$ 2,457 Julian Navalta \$ 2,431 Jhonatan Quintero \$ 2,389 Besim Nikaj \$ 2,292 Nicholas Davis \$ 2,289 Vivian Trinh \$ 2,236 Preston Klutz \$ 2,206 Jason Green \$ 2,202 Charles Son \$ 2,184 Winston Armstead \$ 2,179 Erica Robertson \$ 2,178 Tammy Gawron \$ 2,152 Muzit Berhe \$ 2,127 Forouzan Alvari \$ 2,125 Alfredo Garcia \$ 2,082 Jimarr Gallon \$ 2,029 Hugo Flores \$ 2,027 Zlata Titova \$ 2,020 Nicole Castillo \$ 1,989 Nicolas Rios \$ 1,965 Zorhedy Romero Aranda \$ 1,964 Cash Sampson \$ 1,944 Sean Byler \$ 1,932 Jennifer Spalding \$ 1,912 Tanner West \$ 1,895 Kalie Mendrek \$ 1,870 Mercedes Bens \$ 1,884 Kevin Kennedy | <ul style="list-style-type: none"> \$ 1,875 Todd Krupa \$ 1,854 Tracy Davis \$ 1,816 Jason Khodadadian \$ 1,797 Aleatha Lowe \$ 1,794 Anne Marie Giron \$ 1,783 Austin Rockall \$ 1,777 Marsei Hogan \$ 1,756 Eleza Faison \$ 1,748 Dean Thebeau \$ 1,721 Rodney Williams \$ 1,721 Alexis Cox \$ 1,699 Funmilola Elumade \$ 1,688 Louis Chiappetta \$ 1,686 Connor O'Leary \$ 1,677 Jonel Reed \$ 1,662 Chaz Whittaker \$ 1,661 Cara Griffin-Locker \$ 1,660 Jonathan Asi \$ 1,641 Daniel Arzate Roa \$ 1,629 Jacob Brown \$ 1,603 Colin Peddicord \$ 1,594 Nolan Burke \$ 1,575 Samuel Close \$ 1,566 Sean Gillespie \$ 1,565 Mark Reilly \$ 1,559 Christopher Rantanes \$ 1,558 Scott Saxton \$ 1,555 Cesar Fischer \$ 1,555 Maria Bonilla Borrego \$ 1,534 Daniel Foore \$ 1,533 Mycah Teagardner \$ 1,518 Sumarah Montas-Brown \$ 1,518 Kevin Argumedo Barrientos \$ 1,517 Nicholas Montiel \$ 1,511 Gabrielle Malate \$ 1,498 Brianna Boyett \$ 1,476 Jordan Stelzer \$ 1,455 Courtney Lavitch \$ 1,433 Ryan Luera \$ 1,431 Sara Hernandez \$ 1,430 Franivan Nieto \$ 1,430 LewDaris Posey \$ 1,424 Olivia Rayn \$ 1,391 Shane Valentine \$ 1,389 Amie Kallweit \$ 1,370 Weslee Cajeras \$ 1,360 Gabriell Natha | <ul style="list-style-type: none"> \$ 1,356 Jasmyne Norris \$ 1,350 Ayana Hill \$ 1,342 Ian Zollos \$ 1,340 Edgar Gonzalez Montesino \$ 1,317 John Torres \$ 1,316 Nicholas Daltro Santos \$ 1,315 Joshua Wang \$ 1,303 Logan Calman \$ 1,302 Josefina Durand \$ 1,292 Bryan Hohenthaner \$ 1,288 Daniel Pacheco \$ 1,281 Helgi Bistochett Navarro \$ 1,278 Kirsten Puhl \$ 1,267 Snoor Qaradaghi \$ 1,264 Escarling Urena De Veloz \$ 1,258 Jorge Toribio \$ 1,253 Alec Seibold \$ 1,245 Jennifer Holt \$ 1,241 Colin Peddicord \$ 1,226 Nyachuat Deng \$ 1,224 David Hurst \$ 1,216 Arianna DaLuz \$ 1,214 Hector Giron-Soto \$ 1,210 Tyler Church \$ 1,209 Michael Sherwood \$ 1,208 Kobi Siviski \$ 1,196 Adam Wheeler \$ 1,189 Victoria Varney \$ 1,173 Montana Hanson \$ 1,166 Vanessa Mendez \$ 1,164 Morunny Rocun \$ 1,164 Victoria Lindner \$ 1,164 Zachary Button \$ 1,162 Corey Helwig \$ 1,160 Garret Flolo \$ 1,155 Lynn Jenkins \$ 1,154 Chilynn Acevedo \$ 1,154 Michael Mamalakis \$ 1,147 Sione Mohi \$ 1,128 Fulton Martin \$ 1,082 Leonardo Alsina \$ 1,078 Abel Gamu \$ 1,074 Carter Strubbe \$ 1,074 Jacquelyn Strobbe \$ 1,067 Kristi Basho \$ 1,063 Weslee Cajeras \$ 1,058 Storm Hutskal | <ul style="list-style-type: none"> \$ 1,056 Susana Vargas \$ 1,047 Stephanie Burghardt \$ 1,044 Sandra Aguirre \$ 1,043 Andrea Hill \$ 1,037 Nikki Bein \$ 1,031 Kevin Heibult \$ 1,027 Yuhung Yeh \$ 1,023 Jose Anderson \$ 1,022 Melissa Quinn \$ 1,018 Miguel Diego Esquivel \$ 1,017 Karlie Howard \$ 1,014 Edwin Lapitan \$ 1,003 Helgi Bistochett Navarro \$ 987 David Riggins \$ 984 Tomarus Burks \$ 975 John Doherty \$ 969 Jimez Parker \$ 967 Trevor Albritton \$ 962 Roy Stephens \$ 959 Shatavia Fulton \$ 958 Michael Siskowski \$ 941 Brittmarie Varian \$ 923 Anthony Marsella \$ 918 Peter Ko \$ 913 Nathan Brace \$ 911 Tyler Parker \$ 908 Joseph Michelin \$ 907 Twana Smith \$ 907 Leia Sanders \$ 899 Antonio Chacin \$ 898 Nicklaus Boker \$ 897 Kaleigh Brann \$ 896 Mauricio Guerrero \$ 889 Shavonne Grant \$ 886 Sabrina Agostini \$ 884 Randy Ortiz \$ 884 Kenneth Fude \$ 883 Stacy Tanksley \$ 880 Terry Powers \$ 879 Christopher Rolph \$ 877 Garkeiva Council \$ 874 Seth Spearbeck \$ 874 Brett Cummings \$ 873 Danielle Custis \$ 867 Katelyn McCombs \$ 863 David C Williams \$ 862 Carlos Duckworth \$ 862 Skay Nusenu | <ul style="list-style-type: none"> \$ 854 Jorge Gonzalez \$ 851 Tanika Thompson \$ 848 Steven Baum \$ 847 Quanesha Mack \$ 840 Richard Phaturos \$ 836 Sullena Staton \$ 828 Stephanie McBride \$ 826 Jordan Stoddard \$ 821 Alfredo Cornish \$ 820 Eileen Vasquez \$ 819 Payton Kellogg-Clarke \$ 812 Daniel Pues \$ 810 Karla Perdomo Alvia \$ 807 Yehuda Makowitz \$ 803 Kate Hernandez \$ 803 Steven Counts \$ 802 Justin Diaz \$ 797 Luz Hernandez \$ 795 Mickey Adkins \$ 793 Uludoyin Omolaja \$ 788 Matthew Stewart \$ 785 Meloni Montoya \$ 784 Marthia Tortorello \$ 784 Matthew Ward \$ 784 Daniel Zotter \$ 782 Anthony Chinaglia \$ 779 Elijah Brown \$ 779 Jillian Heaney \$ 776 Angela Landry \$ 776 Danisabel Rodriguez \$ 770 Christie Jauch \$ 756 Yessika Rodriguez \$ 755 Anizabeth Parra Gonzalez \$ 755 Chad Boskat \$ 752 Kimberly Arena \$ 749 Adrian Horsham \$ 743 Shelby Elder \$ 732 Ragih Murshed \$ 728 Hisham Tabak \$ 723 Marismely Wilhelm \$ 723 Douglas Montgomery \$ 713 Ebony Romain \$ 712 Brandon Carney \$ 702 Steven Brickman \$ 702 Courtney Johnson \$ 699 Sara Cressman \$ 697 Benjamin Sulcer \$ 696 Kade Beck |
|--|--|---|--|---|---|

1  ORBY KELLEY \$3,012 S-S-Bendure-Hartwig	2  SAMI MOGANNAM \$2,869 Don Foti	3  JOSEPH B SMITH \$2,626 Simon Arias	4  JOSEPH FAISANT \$2,318 Simon Arias	5  DENISE LEY \$2,090 S-S-Parks-Salvaggi
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AUGUST BONUS LEADERS | PAYOUT: \$55,847 | QUALIFIERS: 132

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|---|--|---|---|---|---|
| <ul style="list-style-type: none"> \$ 3,012 Orby Kelley \$ 2,869 Sami Mogannam \$ 2,626 Joseph B Smith \$ 2,318 Joseph Faisant \$ 2,090 Denise Ley | <ul style="list-style-type: none"> \$ 1,829 Phyto Phyto \$ 1,713 Mitchell Look \$ 1,696 Mark Harhager \$ 1,415 Sharon Manning \$ 1,357 Natalie Soboleva | <ul style="list-style-type: none"> \$ 1,240 Laurekins Pardoovani \$ 1,086 Megan Russell \$ 1,080 Muhammed Ashraf \$ 927 James C Carter \$ 905 Elizabeth Keiderling | <ul style="list-style-type: none"> \$ 884 Nicole Preston \$ 884 Harriet Hunter \$ 858 Anna Senra \$ 848 Dyoma Ramirez-Robles \$ 758 Scott Mawson | <ul style="list-style-type: none"> \$ 744 Nikki Crosby \$ 710 Benjamin Newhouse \$ 656 Bradley Weigand \$ 643 Imran Mohamed \$ 617 Zenon Zorij | <ul style="list-style-type: none"> \$ 593 Ngan Pham \$ 578 IP Harris \$ 546 Herivelto Pereira \$ 509 Omar Hashimi \$ 501 Dinah Cawthorne |
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5 BONUS TOTAL: \$5,517,750

WORLD'S GREATEST \$2,230,172	LEADERSHIP \$1,731,667	RGA LEADERSHIP \$805,445	SA/GA TRAINING \$694,619	REINSTATEMENT \$55,847
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All qualifiers listed achieved at least \$500 in bonus totals | WGB qualifiers achieved at least \$1000 in bonus totals | WGB recognition is based on \$1,000 MTD Net ALP minimum achievement level

FOUNDERS CLUB

August Qualifiers—
Outstanding Producers & PR Representatives:



Kalen Dugan

AO
2 Qualifications
\$173,514 Net ALP
80.8 RET



Aref Sayegh

Satti-Kanaan
3 Qualifications
\$158,118 Net ALP
96.4 RET



Roger Fung

Mathew Hart
2 Qualifications
\$127,456 Net ALP
81.6 RET



Dina Boghdady

AO
6 Qualifications
\$104,067 Net ALP
87.3 RET



Alan Sedaghat

AO
9 Qualifications
\$71,008 Net ALP
86.9 RET



Sullena Staton

Simon Arias
1 Qualification
\$66,072 Net ALP
79.3 RET



Brandon Eck

S-S-Parks-Salvaggi
1 Qualification
\$65,718 Net ALP
81.9 RET



Bradley Christiansen

AO
2 Qualifications
\$61,784 Net ALP
90.4 RET

DIRECTORS OF THE MONTH



Leaders growing leaders

Sales Director of the Month



Robert Gray

Robert had 121.45% growth over August 2019.

PR Director of the Month



Patti Morgan

Patti met 112.62% of Objective during August 2020.



A COMPANY OF LEADERS



David Zophin

President
American Income Life &
National Income Life Divisions

In most other companies and organizations, it's not necessarily expected that everyone develops his or her leadership skills. There may be opportunity for growth for a select few, but for the rest, advancing along the company career track might be a difficult, if not impossible, task.

At AIL-NILICO, we take a drastically different approach. When you join the Company, you not only have the opportunity to lead, but the prospect of leading. We have a built-in career path that has allowed so many people to climb the ranks, and then help others find their own success. We have the tools, the systems, and the know-how to help you build your leadership skills. Essentially, if you're willing to climb, we'll supply the ladder.

When I first joined the Company, I knew I wanted to pursue a leadership

position. I wanted to lead because I felt like I could make a significant difference by training people to exceed expectations. And maybe more importantly, I wanted to develop future leaders so the working-class families who need insurance the most could be properly served. Fortunately, AIL-NILICO allowed me to do both, and the rest is history.

If you're looking to advance into a leadership position, or to take your leadership to the next level, the most important quality you can have is selflessness. A great leader always puts his or her people first – if they get what they need, you'll be more than fine. Always be accountable to your people, knowing that a true understanding of success comes from doing the necessary things ... and they're not always fun! But once you gain that understanding of success, you'll see those necessary tasks were worth it.

In fact, this is a career in which your hard work is noticeably fulfilling in so many ways. What you gain from a career here is so much more than income. It's a feeling of self-worth. It's the knowledge you have been there for people that desperately needed our help to make the most dreaded day in their life a little more tolerable. And it's one of the best ways to

assist people aspiring to have successful, fulfilling careers of their own.

If you're unsure or hesitant to pursue a leadership position, know that it's normal to feel that way. The best advice I could give you is to go for it – without hesitation. We are all natural born leaders. The ability to lead is in you ... you just have to unearth it and put it to use.

Know that if you see yourself advancing as a leader, there is plenty of room at the top, and the opportunity for you to get there is unlimited. So make sure you lead by being dedicated and hardworking in everything you do. Lead by example and learn as much as you can from those you admire. The time for you to lead is now – don't let it pass you by!

"A leader is one who knows the way, goes the way, and shows the way."

– John C. Maxwell



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• MOON PALACE



MAY 5-8, 2021 •